Trade and Industry

Industrial design award season

Consumer March 21
Engineering March 28
Medical April 7
Motor vehicle May 12

future features

Here, for the benefit of both readers and advertisers, is a list of major features planned for *Trade and Industry* for the remainder of 1976. All dates and titles are provisional.

1976		
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	9	**Japan: Special Report**
	16	The work of the Shirley Institute
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	23	BOTB Exhibitions Guide
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Advertisers wishing to be associated with these features should contact Colin Beadle at T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED, tel. 01-242 6264 or 01-405 4743, or ring John Bentley, Special Features and Promotions Editor, on 01-215 5655.

Trade and Industry

26 March 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

Nine products from 5,000 submissions have been selected for 1976 Design Council awards in the consumer and contract goods section, reported in this week's issue. Awards in this group were announced on 21 March, thus beginning the design award season. Further awards will be announced by the Design Council on 28 March (engineering), 7 April (medical) and 12 May (motor vehicle).

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Home News

'Olympic Alliance' oil spill – coastal pollution quickly dealt with, says report

Coastal pollution from oil spilled after the collision between the *Olympic Alliance* and HMS *Achilles* last November was limited and quickly dealt with. This is one of the conclusions of a report on the oil clearance operation prepared by the Department of Trade.

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said in a written answer in the House of Commons on 18 March that this report, accompanied by a paper outlining UK arrangements for preventing and combatting oil pollution at sea, had been placed in the Vote Office and Printed Paper Office and in the libraries of both Houses of Parliament. Both documents have also been sent to the Intergovernmental Maritime Organisation.

The report says that the collision occurred in the early hours of 12 November in low visibility, some 13 miles south-east of Dover. About 2,000 tonnes of crude oil were spilled. Wind and tide conditions meant that the spillage provided a severe test for the anit-pollution organisation.

The operation at sea was substantially completed in three days, and at the peak some 12 vessels were in action. The slicks were tackled by vessels spraying very low toxicity dispersant.

The report says that the operation was not a complete success because oil came ashore. However, the extent of coastal pollution was not great and it was quickly dealt with by the local authorities concerned. Co-operation between the Kent County Council, the Royal Navy and the Department was good.

The main lessons learned were:

1 The use of very low toxicity dispersant was confirmed to be an acceptable and effective method of dealing with spilled oil at sea.

2 The use of the new concentrate dispersant (dilutable in 10 parts of sea water) drastically reduces the need for replenishment of stocks by spraying vessels.

3 Speed of response to an incident can be vital, depending on its proximity to the coast.

4 Air surveillance is crucial but was hampered on this occasion by bad visibility.

5 Communications can present a problem when a variety of vessel types are brought together.

All these matters are being considered carefully by the Department and, so far as finances and resources permit, appropriate action is being taken.

Valuable assistance was given by the French Government in the incident. A joint working group has recently been set up by the two governments under the aegis of the Anglo-French Safety of Navigation Group to study and co-ordinate contingency plans for dealing with Channel incidents.

'The Battle Against Oil Pollution At Sea'

The second document, 'The Battle Against Oil Pollution At Sea', revises and updates an earlier version issued as a supplement to *Trade and Industry* on 26 July 1973. It surveys the arrangements made nationally and internationally for preventing and combatting oil pollution at sea.

Recent developments in this field are:

1 the conclusion in 1973 of the International Convention for the Prevention of Pollution from ships;

2 the new risks posed by the advent of North Sea oil;

3 a number of reviews within and outside the Government into the adequacy of the national clearance capability.

Both these documents are to be made available to participants in the IMCO Symposium on the Prevention of Marine Pollution from Ships, which the Mexican Government is hosting in Acapulco from 22-31 March, to consider the practical implications of the 1973 Marine Pollution Convention.

Copies of both documents may be obtained from The Marine Library, Sunley House, 90-93 High Holborn, London WC1V 6LP tel. 01-405 6911.

Eric Varley meets men from West Midlands

Eric Varley, Secretary of State for Industry, addresses representatives of West Midlands industry and local authorities at the Department of Industry headquarters on Monday. The representatives visited London to meet Mr. Varley to discuss industrial problems in the area. Seated beside Mr. Varley are (from the left) Gregor MacKenzie, Minister of State, Department of Industry, and senior officials of the Department – R. F. Prosser, Deputy Secretary; Malcolm Reid, head of Regional Industrial Development Division; and John Thompson, West Midlands regional director.

Concorde commercial flights to Washington

British Airways and Air France jointly announced in New York on 17 March that commercial flights of Concorde to Washington would begin simultaneously on Monday 24 May. This was stated by Peter Shore, Secretary of State for Trade, answering a parliamentary question on 17 March.

In the Government's view, said Mr. Shore, this would secure the earliest possible introduction of commercial services to the United States in a manner consistent with Mr. Coleman's decision.

The airlines also announced, Mr. Shore continued, that they were seeking a declaratory judgment in the Federal court on their legal right to operate into New York, which was disputed by the Port Authority of New York and New Jersey.

'Their views on this matter are in accord with those of the British and French Governments, who recognise that, where there are differing interpretations of law, as in this case, it is in the interest of all parties that the issues should be speedily determined,' said Mr. Shore. 'The action the airlines have brought is for precisely this purpose.'

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
4 March 1976		
1,255,776	ID Packaging Ltd., formerly known as Industrial Developments (Packaging) Ltd.	Improvements in or relating to wrapping apparatus
1,332,895	ID Packaging Ltd., formerly known as Industrial Developments (Packaging) Ltd.	Improvements in or relating to shrink wrapping ovens
1,266,616	RCF Tools Ltd., formerly known as Fry's (London) Ltd.	Manufacture of blades
1,359,158	RCF Tools Ltd., formerly known as Fry's (London) Ltd.	Hacksaw blades
1,056,128	Societe Anonyme Automobiles Citroen	Improvements in disc brakes
1,056,129	Societe Anonyme Automobiles Citroen	Improvements in disc brakes
1,068,426	Teldix Luftfahrt-Ausrüstungs GmbH	Gyro compass comprising a one-degree-of-freedom gyro
1,072,851	Cliffe and Co. Ltd.	A variable speed-control unit
1,303,538	Societe de Constructions Mecaniques Panhard and Levassor	Ignition device for rotary piston internal combustion engines
1,310,618	Licentia Patent-Verwaltungs-GmbH	Character-indicating glow-discharge tube and method of producing it
1,334,552	Societa Italiana Resine SIR, SpA	Binder for foundry sand
1,390,061	Magyar Viscosagar	Preparation of porous cellulose articles
1,411,854	Glaverbel-Mecaniver	Process and apparatus for the manufacture of a soldered multiple glazing unit
8 March 1976		
1,162,904	International Standard Electric Corporation	Relay matrix
1,212,143	International Standard Electric Corporation	Line scanning equipment for telecommunication exchanges
1,228,125	International Standard Electric Corporation	Circuit arrangement for class of service translator
1,237,053	International Standard Electric Corporation	Circuit for adding codes resulting from non-linear coding
1,240,089	International Standard Electric Corporation	Control circuit
1,256,042	International Standard Electric Corporation	Switching network and method for extending a switching network
1,264,759	International Standard Electric Corporation	Automatic telecommunication exchange
1,269,871	International Standard Electric Corporation	Time division multiplex switching centre
1,254,606	Standard Telephones and Cables Ltd.	Improvements in or relating to telecommunication system
1,280,795	Standard Telephones and Cables Ltd.	Cables
1,317,396	Standard Telephones and Cables Ltd.	Radio navigation beacon
1,329,633	Standard Telephones and Cables Ltd.	Glass composition
1,337,631	Standard Telephones and Cables Ltd.	Electroluminescent display panel
1,313,280	Creed and Co. Ltd.	Transducer mounting
1,328,931	Creed and Co. Ltd.	Piezoelectric transducer motor arrangement
1,331,009	Creed and Co. Ltd.	Multi-stylus recording arrangement
1,386,351	Hoechst AG	Improvements in or relating to thermosetting resins
1,393,997	Hoechst AG	Thermo-setting moulding compositions and processes for their manufacture
1,408,282	Hoechst AG	Thermosetting moulding compositions
1,028,788	Oskar Gregor	A perfume spray device
1,181,232	Terence Ben Chatham	Assembly board for jig-saw puzzler or the like
1,182,360	William Otto Buschen	Mixing method and apparatus
1,354,425	ITT Industries Inc.	Semiconductor device
11 March 1976		
1,003,939	Eliason Corporation	Hinge assembly for a swingable door
1,164,334	Licencia Talalmanyokat Ertekesito Vallalat	Process for sealing, strengthening or water-proofing objects
1,276,977	Marcel Theodore Pillard and Frederic Guigues	Improvements in and relating to apparatus for detecting the opacity of gases
1,285,567	Coating and Filter Design Ltd., and John Scott Seeley	Improvements in or relating to the manufacture of multi-layer interference filters
1,338,559	Tweedy of Burnley Ltd.	Improvements in or relating to dough-making machines
1,373,687	Martin E. Gerry	Distortionless magnetic components

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Design Centre product guides

The Design Centre has published two more in its series of product guides for consumers. One deals with storage furniture for the home and the other with domestic safety and security. Both guides include general advice and contain details and illustrations of products which have been chosen by the Design Council's independent selection committees for the Design Centre.

The *Design Centre Guide to Domestic Safety and Security* is available, price 40p, from the Design Centre bookshops in London and Glasgow or by post, price 55p, from Mail Order, Design Centre Bookshop, 28 Haymarket, London SW1Y 4SU.

The *Design Centre Guide to Storage Furniture for the Home*, price 50p or 65p including post is available from the same sources.

Extensive testing by the National Coal Board has been part of the field trials for this Dynapad axial piston pump designed and developed by Vickers Ltd. A new concept in hydraulic pump design, it embodies elastohydrodynamic slipper pads offering advantages of strength, reliability and minimum volumetric loss over the more conventional hydrostatic pad. A range of five pumps is likely. Production batches of the first, the PO63, should be available by September. With a particular suitability for use with fire resistant fluids the PO63 has been tested by the NCB on water/oil emulsions containing up to 95 per cent water. The pump has a displacement of 63ml/rev. (3.86 in³/rev.).

Design Council awards for consumer and

Out of about 5,000 submissions, nine products from the consumer and contract goods section have been selected for the 1976 Design Council awards. The criteria applied was that they should look better, work better and represent good value for money. There is, as one of the judges commented, no point in investing in productivity unless you take account of the product that is being produced.

1 The sleek streamlined 'Waltham' range of luxury fitted kitchen furniture is a deliberate attempt on Wrighton's part to meet continental competition. Great attention has been paid to detail and the smooth unified appearance has been achieved by applying to the top front edge of the base cupboard units a continuous moulding in extruded aluminium.

2 'Good Companions' is a range of wool Axminster carpets and rugs manufactured by Broadloom Carpets Ltd., Lancs. By limiting the colours to a natural range from white to chocolate brown, it is possible to produce small quantities in a wide variety of patterns at relatively small cost, all of which are designed to co-ordinate if used in the same environment.

3 Great export potential is seen for the 'Studio One' range of rotary screen printed wallcoverings made by ICI. Designed for the 'top end' of the market such as hotels, the modern geometric designs can be hung conventionally on their own or can be used together to produce varied dramatic effects.

4 The Autohelm automatic pilot system, manufactured by Nautech Ltd., Portsmouth, is designed for tiller steered sailing yachts between 17-35 ft. It consists of an electrically driven actuator for controlling the tiller and a small remotely mounted wind vane, which in the Autohelm Plus model is combined with a compass sensor, to indicate the direction of the wind. Commended for its ingenuity and simplicity it operates with a compass-actuated photoelectric cell.

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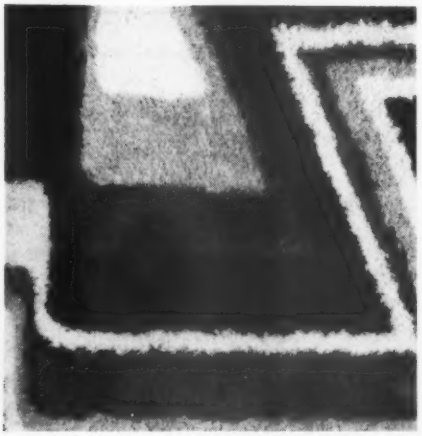

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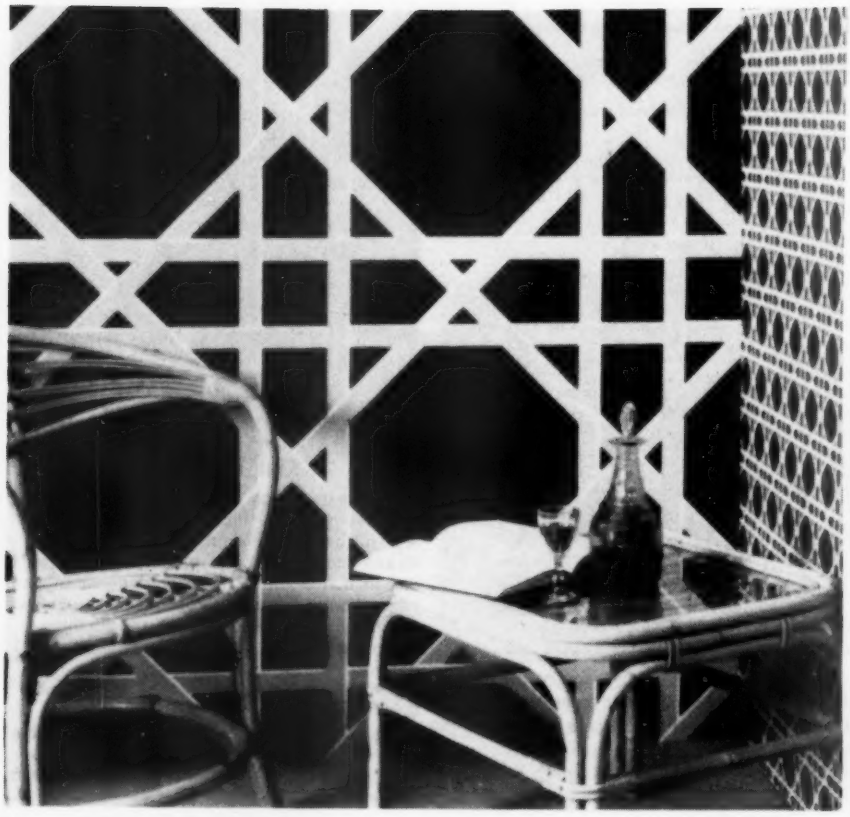

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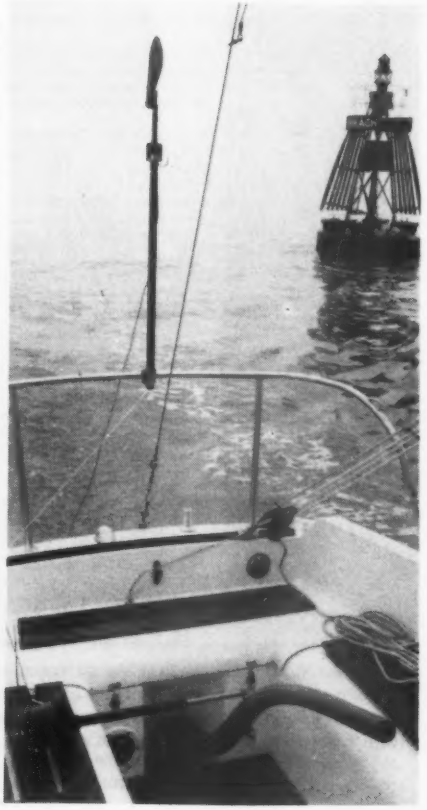

contract goods

5 The 'One Step On' range of ceramic wall tiles is made by Sally Anderson (Ceramics) Ltd., Harlow and has been praised for its colour harmony and universality and would look well in any environment. The soft, subtle shaded effects are achieved by applying layers of glaze coloured with natural minerals to plain tiles by a flexible hand decorating process.

6 In an area predominated previously by the bent nail, the 'Clipstor' storage system makes a welcome addition. Made by Black and Decker Ltd. it is cheap, robust and sensibly packaged. The system is based on an aluminium rail for which nine different attachments are available to hold tools, kitchen utensils or heavier items like ironing boards.

7 Sufficient output to broadcast comfortably to the whole of Waterloo station is contained in the Quad 405 power amplifier, manufactured by Acoustical Manufacturing Co Ltd, Huntingdon. The Quad 405 is a two-channel power amplifier of high output designed for domestic and professional use. It uses a system known as 'current dumping' which eliminates many of the problems associated with transistor power amplifiers and the company has recently received a £¼ million order from Japan.

8 Cleaning trapped gullys, which were commonly made of earthenware, used to be a problem and dead leaves, etc had to be removed awkwardly by hand. The Molyneux trapped gully made by G. Molyneux (Products) Ltd., Stratford-upon-Avon has the advantage that it can be opened for easy cleaning or to provide access to the drain for rodding. Made of plastic, the fitting can be used for any normal situation in domestic drainage systems.

9 When reaching for a fire extinguisher there is really no time to read a lot of small print. Chubb Fire Security Ltd. recognised this in its new range of hand-operated fire-extinguishers which give clear instructions and are operated simply by withdrawing a pin and squeezing a lever. The range is colour coded to indicate which extinguisher should be used for which type of fire.

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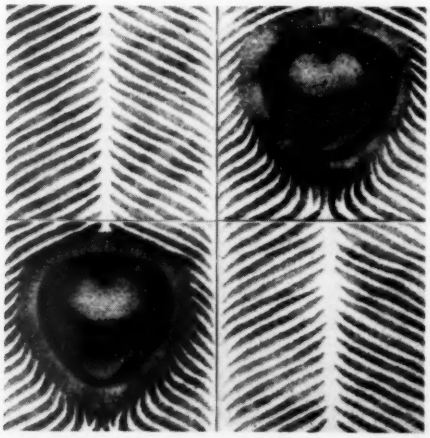

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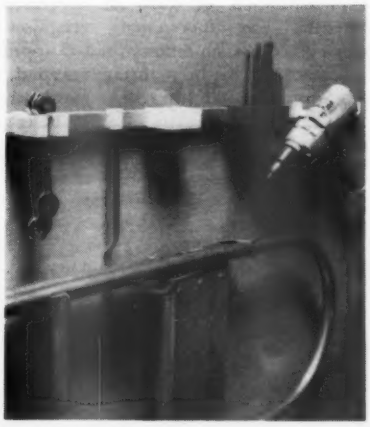

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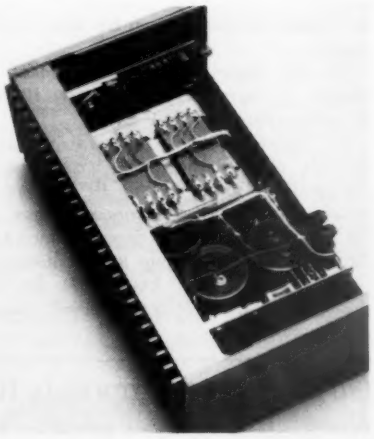

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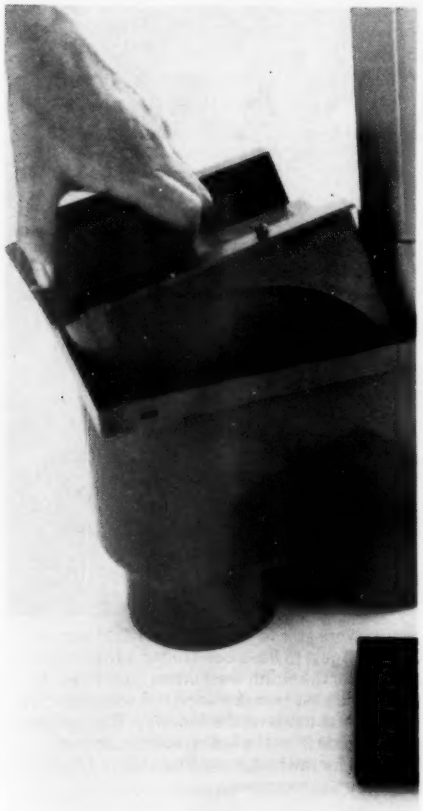

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New chairman for BSC

The term of office of Sir Monty Finniston, who in 1973 was appointed chairman of the British Steel Corporation for three years, comes to an end in September 1976.

The Secretary of State for Industry is apppointing Sir Charles Villiers as a part-time deputy chairman of the British Steel Corporation. It is Mr. Varley's intention to appoint Sir Charles as chairman to succeed Sir Monty Finniston when his term of office expires.

On the expiry of his appointment, Sir Monty will have completed almost 10 years of association with the BSC.

Sir Charles Villiers, MC, was managing director of the Industrial Reorganisation Corporation from 1968 to 1971, when he became chairman of Guinness Mahon and Co. Ltd. He is executive deputy chairman of the Guinness Peat Group and a director of Courtaulds. He was from 1971 to 1972 chairman of the Northern Ireland Finance Corporation.

Government proposals for water industry

Government proposals for a strong national authority for the water industry are made in a consultative document* issued on 18 March. The new body would be called the National Water Authority. It would replace the National Water Council and would become responsible for the Water Research Centre and the Central Water Planning Unit. The authority would have wide powers and responsibilities, particularly in the field of strategic planning, to ensure the best use of national resources.

The Government also announce their intention to integrate the 28 private water companies in England and Wales with the regional water authorities 'as soon as practicable'; and invite discussion of the proposal that the British Waterways Board should be merged with the National Water Authority.

The document initiates the full review of the water industry in England and Wales which was promised by Anthony Crosland, Secretary of State for the Environment, in June 1974, and brought forward following an announcement by Ministers in August 1975.

Comments on the proposals in the document are asked for by the Department of the Environment by the end of July.

* 'Review of the Water Industry in England and Wales'. A consultative document. (Department of the Environment, Welsh Office, Ministry of Agriculture, Fisheries and Food). Copies available free from Department of the Environment (Room C6/16), 2 Marsham Street, London, SW1 (tel. 01-212 3625/6).

Royal Commission on the Press – statement by Peter Shore

Peter Shore, Secretary of State for Trade, made the following statement in the House of Commons on 17 March:

'The Interim Report on the national newspaper industry by the Royal Commission on the Press has been presented to the House and is published today.

'As the House will know, the Government asked the Royal Commission last September for a report in view of the urgent problems facing Fleet Street. In recent months, management and unions have been working together to reach a comprehensive agreement on modern manning levels and technology. The report considers that the rapid collective implementation of such an agreement is essential. The Government recognises the importance of such a co-ordinated approach.

'To achieve the breakthrough needed, very substantial expenditure will be involved over a period of about four years. It will mean major capital investment in new equipment and financing the costs of redundancies, following consequent demanning and some rationalisation of Fleet Street's floating labour force. To this would have to be added the cost of associated improved pension schemes. In exchange, there will be large offsetting savings. The Royal Commission take the view that a general subsidy for the Press is unnecessary and unjustified and can be avoided by the introduction of a scheme for new equipment and agreed voluntary redundancies on the right terms. Nor do they believe that the industry would welcome subsidies on this basis. The Government agree.

'The Royal Commission hazard outline figures for costs and savings of £50-£55 million (in respect of capital investment and demanning costs) and of £35 million per

Rail bridge of 1,000 tons rolled into place in an hour

Using 75mm ball-bearings and special track, contractors were able to position this 1,000-ton rail bridge in only an hour. The 44m long bridge – one of the largest to have been rolled into place in one piece – carries the main Leeds-London railway line over the south west urban motorway in Leeds. Work on replacing the existing embankment with the new bridge started late on a Saturday night and took 33 hours. The new bridge was carrying express trains on the Monday. The steel and concrete bridge makes use of 250 tons of rail ballast aggregate from the Lothersdale quarry of Tilcon-Tilling Construction Services Ltd. Main contractors for the bridge are Shand Civil Engineering. A. F. Budge (Contractors) Ltd. are main contractors for the motorway.

annum in respect of economies. In fact – and I am sure the Commission would be the first to agree – it is not possible to predict either figures with confidence now. Before anyone can get the measure of what is involved, it is essential to know from the joint union/management team what are their agreed manning levels and what are the specific compensatory payments to be associated with them. Although the intention is that these will be applied on a standard basis throughout Fleet Street, it will still be necessary for each house to work out their agreed consequentials in respect of their individual positions, which vary very widely.

'The key to the Royal Commission's proposals is that any individual house participating in this collective scheme shall be able, within a relatively short time, to finance their costs out of their savings. This means that a high proportion of them should be able to secure necessary loan finance from the private sector. They add that there may be cases where a house could achieve these valuable off-setting economies in the medium term but meanwhile has difficulties in meeting the normal commercial requirements. The Royal Commission propose that such loans should be made available from public sources.

'The Government recognise that Fleet Street now has an opportunity of taking bold collective action to deal with their central problems. There are however a number of important issues for decision; particularly in the present economic climate, all concerned will need firmer estimates of the costs and savings involved.

'We shall be inviting the Fleet Street committee to tell us by the end of June what specific demanning and compensation figures they are agreed upon; and by the end of July, we shall ask individual houses to submit similarly agreed figures of the consequentials in terms of costs and savings for their own positions. Once supplied with such basic arithmetic, the Government will consider urgently and constructively what role they could most usefully play.

'I am sure the House will wish to join me in thanking the Royal Commission for the serious and constructive report they have submitted.'

Food – supplies. prices, prospects: Shirley Williams addresses Food Manufacturers' Federation

Speaking to the fifth national conference of the Food Manufacturers' Federation in London, Shirley Williams, Secretary of State for Prices and Consumer Protection said:

'In 1974 consumers' household expenditure in the UK on food was £9,837 million, about 70 per cent of it spent on food in which some element of manufacturing was involved. Just under half of our food was imported, and the value of food imports in 1975 was £3,931 million. Three things affected the cost of those imports: markets, that is supply and demand, the value of our currency in relation to other currencies, and in the EEC context, decisions on community farm prices and on monetary compensation amounts.

'Before I turn to imports, let me say a word about home supply. In an uncertain world, where we have seen important commodities go from abundance to shortage and vice versa, it is worth paying something extra for security of supplies. I say an uncertain world; we have long known about the desperate scarcities of food in the developing world, where the outcome of the race between population growth and the Green Revolution is unknown and unknowable. To that must be now added the evident inability of the Soviet system to produce the extra agricultural output planned for it. The Soviet Union has been since 1972 a substantial importer of grain and other foodstuffs. But clearly there is a limit to what should be paid for domestic supplies. It is a matter of choosing what grows at the most competitive cost in our climate. I think many of us would agree that there is still room for expansion, having regard to our record of productivity of both land and manpower in our agricultural industry.

'The EEC offers us some security of supply as a member of the community, which is worth paying extra for, though I make no secret of my view that for some products the community price has been over-high. We must therefore continue to throw all our weight as members of the European community into holding down the level of common agricultural support prices, so that, in real terms they continue to decline, as they have been doing for some years past, towards more resonable levels. For the decisions reached annually in the council of agriculture ministers do not only affect the returns received by our own farmers; they also affect the cost of our food imports from other members of the community, and the levies we pay on imports from third countries. Thus holding down common price levels not only benefits the consumer, it also benefits the balance of payments and, by restraining the surplus production whose disposal is so costly, it also tends to reduce the budgetary cost of the Common agricultural policy, to which we of course contribute.

'On dairy produce the Council of Ministers decided on what amounts to an effective increase of 6 per cent in two stages, reduced in some countries by monetary changes. This represents a reduction in real terms in the major milk-producing countries on the Continent, compared with the prices agreed last year. But the Council of Ministers has also agreed to return to this problem of excessive milk production later in the year. This will not be a moment too soon. As Fred Peart made clear in the House last week, in these resumed discussions we shall be insisting on the absolute need for measures which will deal adequately with the community's structural surplus. Monsieur Lardinois himself speaking to the European Parliament said the measures agreed in the dairy sector were inadequate to deal with the structural imbalance which had built up. The fact is that the community's milk production is twice that of the USA, whose population is comparable to the Community's; and while the community's consumption is falling, its production is growing. We now have the added prospect of growing consumer resistance in this country to the steep increases in dairy product prices.

'The community's economic resources are not so ample that it can contemplate permanently tying so many of them up in unwanted production. Nor, with inflation at its present levels, can the British consumer be expected to accept indefinitely the support prices which give rise to such surpluses.

'Nor do I make any secret of the need for the community to pay more attention to consumer interests. In Britain, I believe our farm price review established a fair balance between producer and consumer interests. We still have some way to go before consumers are adequately represented in the community machinery for fixing CAP prices.

'Many of our imported foodstuffs come from outside Britain and the community. In this field, it is our ability to export, and to

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hold and improve our competitive position in the world that is crucial. The index for food imports has risen more rapidly in the past year than for other raw materials. In 1975, the prices of imported foodstuffs rose by 13½ per cent, whilst other raw material prices increased by only 3½ per cent.

'But for all imports, what the pound will buy depends on our competitivity. In the past three years, Britain's rate of inflation has been well above that of most of our competitors, though the gap is beginning to narrow. The main reason for that narrowing is the £6 incomes policy. The movements in commodity prices may also have helped; in the first six months of 1975, commodity prices actually fell by 5½ per cent, while inflation on a yearly basis was running at 34½ per cent. In the second six months, from July to December inclusive they rose by 4½ per cent, while inflation at an annual rate had dropped to 13.8 per cent. Even allowing for a time-lag, incomes policy was thus more important in its effect on inflation than commodity movements.

'I am sure that there cannot be many members of the public who do not know about the price check scheme. Thanks to the publicity campaign launched by my Department and the lively and continuing debate in the press, the scheme has attracted a great deal of attention. Price Check symbols are on display in many shops up and down the country and shoppers are becoming familiar with the red triangle.

'But some participating manufacturers are hiding their light under a bushel by omitting to tell their customers exactly which of their products are being 'price checked'. Modesty is a virtue, of course, but a retailer who does not know which of the items he buys are in the scheme, will not be able to identify them in his shop.

'The scheme is succeeding'

'We know that the scheme is succeeding. A large number of retailers are not only co-operating fully for the listed goods but are bringing in new items day by day on which they are prepared to give guarantees of price restraint. But the importance to the shopper of the red triangle in the shop window needs to be reinforced by more triangles at the point of sale. The shopkeeper must have the assistance of his supplier in this, and I know that members of this Federation will do all they can to help.

'On the second requirement for future prosperity the Government itself is making room for investment in manufacturing by greater controls over public expenditure. Public expenditure is, as must be clear to everyone, a highly controversial matter. I believe a substantial sector of public goods and services to be a precondition of a responsible, socially just society. But public expenditure has been growing very fast – by nearly 20 per cent in the past three years compared to a 2 per cent growth in GDP; it would be quite irrational not to consider whether all of it is necessary, and whether any of it is inadequately controlled. I am bound to say that some of the changes of recent years, such as the reorganisation of local government and of the health service, seem to have added to the administrative costs without any very evident benefit to the wider public.

'What we need to do now is to create the climate in which investment can thrive. There is at present plenty of money available from a wide range of sources, and interest rates are lower than they have been for some time. The Government's industrial strategy is directed to removing the bottlenecks that in the past have hampered any sustained period of growth in this country, including bottlenecks of skill – no less than an extra £70 million has been allocated to the Manpower Services Commission to maintain and stimulate industrial training this year and next. We have amended the Price Code to make investment relief available to firms, and I recently amended the Code to ensure that it continues to be available. I have no intention of saying anything further about the discussions that are currently going on about the Price Code beyond saying that investment is very much in our minds. I know how investment-minded food manufacturers are; may I therefore recommend to you two things both of which I know individual firms are already doing?

'First, it would be very helpful if you would communicate to your workpeople and their union representatives what investment you intend to make, and on what conditions. Nothing can be changed unless it is changed at the company and shop floor level. Perhaps the most encouraging feature of the strategy discussions in the NEDC is the recognition shown by all three main parties – government, management and unions – that implementation of the objectives agreed must be carried out at company level. The discussions launched within the EDCs are aimed at facilitating this process. We need to broaden the base of our national agreement on pay and prices to cover productivity, profits, investment and, above all, participation.

'In this context let me remind you what the TUC said in their economic review for this year:

"If any aspect of price policy were demonstrably inhibiting expansion then the TUC would be willing to consider modification of some element in the present price code. At the present time, however, generalised criticisms of the price control system which do not carry any conviction may be obscuring specific points of difficulty, which the TUC would be prepared to consider in relation to improved investment and the broader goals of the industrial strategy.'

The best use of investment

'Second we need to make the best possible use of investment. The *Financial Times* on 5 March in an article about using capital more productively carried figures which showed that a number of advanced countries including the United States "have obtained a substantially larger amount of additional output from a similar amount of new investment than the UK". The figures show that Japan was once again well in the lead and that Germany, which was in second place, obtained twice as much extra output from a given increase in capital investment as the UK. The conclusion which the *Financial Times* article draws from this is that "we have lagged behind not through failing to devote a large enough proportion of our resources to investment but through failing to use our investment efficiently."

'It is no good the industrialist blaming government or unions for British industry's low productivity and profitability. Where industrialists and traders put a premium on explaining the facts of life to their workforces and on winning their workforces' confidence, they invariably succeed in beating their competitors both at home and abroad and making profits, no matter what the state of the business cycle or that state of the economy as a whole.

'The road to higher productivity and higher profitability lies through greater participation and partnership within each enterprise. The German and Japanese worker is not a superman; properly motivated there is no reason why the British worker cannot match any of his competitors.

'On co-operation with both sides of industry the Food Manufacturers' Federation has a good record. I hope you will now take the further step in the field of investment I have suggested. For if you do, you will once again be giving an important lead to industry as a whole.'

Shirley Williams defends Price Check Scheme

Shirley Williams, Secretary of State for Prices and Consumer Protection, in a BBC Radio 4, interview on 19 March, answered reported criticisms from Joseph Godber, chairman designate of the Retail Consortium, about the effectiveness of and follow up publicity for the red triangle Price Check Scheme.

Mrs. Williams said that there was certainly going to be some more publicity about the Scheme in the following week and that it had been planned long before Mr. Godber's remarks.

She went on: 'We have had a fair amount of co-operation from both the Retail Consortium and the CBI. I think it's fair to say there have been two hiccups. One has been that some suppliers, some manufacturers, have been very slow to inform the shops of what goods they have put into the Scheme. We know, but that's not enough – they've got to tell the shops that take their products. And I think I must say to Mr. Godber . . . that there in one hiccup at the shops' end which only his Consortium can do much about which is

that some shops have carefully put the Triangle on the door but have not told those coming into the shops which goods are in the Scheme. Now that means, really, that shelves need to be marked for smaller items, that individual items need to be marked if they are large things like pieces of furniture or refrigerators and that even the smallest shop can perfectly easily put up a notice saying which things in the shop are in the Scheme.

'I don't think it's good enough to suggest that the shopper has to ask every time – many shoppers are shy about asking. But I do make this offer to the Retail Consortium and the CBI: (and it's incidentally an offer that I've made to them before in other forms), we will pursue with any supplier that the Retail Consortium wants to tell us has not yet informed the shops, we will get in touch with any substantial retail set of stores where the CBI can tell us that the manufacturers have informed them but the shops are still not identifying the goods. If they are willing to co-operate on this, so are we and I think together we can make a real success of the Scheme into which, incidentally, more retailers are putting items literally almost every day.'

Mrs. Williams said that customers were going after the Price Check goods where the shops had identified them. 'The problem arises where the shops have not. I went last weekend round a complex of shops in the Black Country and they told me that people were showing a clear interest where goods were identified. It just isn't enough for there to be a Triangle on the door.' On one other point Mrs. Williams said the the idea that the scheme hadn't had much impact yet on the shopper missed the point that the whole purpose of the Scheme was to stabilise prices over six months so that by the nature of things the effect would grow as the months passed and as the benefits of stability on those items in the Scheme became more and more self-evident.

No profiteering in potato distribution

Little overall change in potato distributors' margins in cash terms and a significant fall in percentage terms since last October are confirmed in the first of the Price Commission's monthly reports on prices in the potato trade.

Shirley Williams, Secretary of State for Prices and Consumer Protection, in reply to a parliamentary question from John Cartwright (Greenwich, Woolwich East) on 17 March said:

'I have received the first of the commission's reports and have arranged for copies to be placed in the library. The report, which compares producer, wholesale and retail price levels, finds that they indicate little overall change in distributors' margins since last October in cash terms and a significant fall in percentage terms. This is welcome confirmation that the rise in potato prices is not being inflated by excessive margins in distribution. The shortfall in last year's harvest makes high prices inevitable but consumer resistance is important in moderating them. I look forward to receiving further reports from the commission.'

Towards the end of January the commission was asked, under the terms of the standing Fresh Food Reference, to report monthly to the Secretary of State on the effect that the high level of potato prices is having on margins in distribution.

Display of petrol prices

Alan Williams, Minister of State for Prices and Consumer Protection, recommended motorists on 17 March to buy petrol only at stations where they could see the prices clearly displayed from the road.

Replying to a parliamentary question from John Cartwright (Greenwich, Woolwich East), Mr. Williams said:

'I have now discussed with five of the major oil companies, and with the Motor Agents' Association, the possibility of arranging through voluntary co-operation that the net cash price of petrol is displayed at petrol stations in a way that is clearly visible to motorists on the road.

'I have been impressed by the willingness to help of those with whom I have spoken, and I believe there is now good reason to hope that the Director General of Fair Trading will achieve our aim of negotiating a voluntary code of practice in this matter. Meanwhile, I would recommend motorists to buy petrol only at stations where the price is clearly displayed.'

Minister reports steady progress on Consumer Credit Act

'Wide-ranging consultations with the credit industry will continue for some time while the provisions of the Consumer Credit Act are brought into effect,' said Alan Williams, Minister of State for Prices and Consumer Protection, speaking at the annual conference of the Institute of Credit Management in London on 17 March. He continued:

'The Act is a most complex and comprehensive piece of legislation and covers not only the credit grantors but all those connected with the credit industry such as brokers, credit reference agencies, debt collectors and debt counsellors. Had it all been discussed in detail when it was going through its parliamentary procedures it is doubtful if it would ever have reached the statute books at all. What tended to happen when a difficulty cropped up was for the difficulty to be shelved, by common consent, to be examined in detail and solved when the regulations came to be made. You will no doubt appreciate, therefore, why it is that the regulations are taking somewhat longer to produce than originally envisaged.

'As you know the licensing programme is now under way under the guidance of the Director General of Fair Trading. The programme will take two years to finalise and over this same period we hope to get most, if not all the rest of the Act working as well.

'Very shortly we expect to bring the 'Seeking Business' provisions into effect, which include the advertising regulations, often referred to as the 'truth in lending' provisions. Once these are introduced and taking effect consumers will be able to shop around for credit and compare like with like and choose that form of credit most suitable for their particular need. Not only will the consumer benefit but the industry will also gain as competition becomes more fair and open on a healthier basis.

'Fundamental to all this, however, are the regulations to be made under Section 20 governing the total charge for credit and the method of calculating the rate of the total charge for credit, and these will be the first to be brought in. At about the same time we hope to bring into effect the provisions relating to credit reference agencies which will allow consumers to see and correct copies of files kept about them by credit reference agencies. There is no question that the agencies can, and do, perform a useful function in stopping over extension of credit useful from both the consumer and the industry points of view. At the same time we hope to bring into effect the provisions allowing the courts to re-open extortionate credit bargains.

'Over the following months a whole series of consultation papers will emanate relating to the conduct and documentation of the actual credit or hire transaction but these will take some time to draft and make effective. We do appreciate the views of the industry here where they have sought a reasonable time to elapse before they are effective so that they can reprint documents and retrain staff.

'I would like to touch on another area in which the Department is consulting a wide range of consumer, legal and business interests, with a view to introducing legislation; namely the discussions on two recent Law Commission Reports. These publications should lead to important advances in consumer protection. The legislation to implement the Law Commission's Second Report on Exemption Clauses, which is the responsibility of my Department, will complete the task begun by the Supply of Goods (Implied Terms) Act 1973 by bringing under control virtually all remaining exclusions or restrictions of liability incurred in the course of a business.

'The Commission's other publication is in the related area of liability for defective products. This is a working paper which presents a firm basis for discussion of possible changes in this important area of the civil law. The Law Commissions are consulting widely on it before preparing their final Report, and I hope that everyone concerned will comment freely and fully on the issues the paper has raised.'

Technology News

Substitute natural gas from coal

Progress in the search to find economic methods of producing substitute natural gas from coal was announced this week by British Gas, in conjunction with American sponsors.

The British Gas slagging gasifier at the Westfield Development Centre, Fife, in Scotland, has just completed two extended tests each of seven days' duration. Although experiments at Westfield have already proved that town gas can be converted into a substitute for natural gas, this is the first time the process has been carried out using a plant virtually of commercial size.

During the test, a synthesis gas ideally suited for further conversion to substitute natural gas was produced at a rate of up to 25 million standard cubic ft/day.

Research was started in the 1950s at the Midlands Research Station at Solihull. The development reached pilot-plant stage in the mid-1960s, but work was suspended following the discovery of North Sea gas.

A critical shortage of natural gas in the United States, however, which also has an abundance of easily-mined, comparatively low-cost coal, has revived interest in coal gasification technology.

In the conventional process used at Westfield coal is gasified at high pressure with steam and oxygen, the mineral waste of the coal being removed as a solid ash. The new British Gas process operates at much higher temperatures, so that the ash melts and is withdrawn as a molten slag.

Fuel from rubbish scheme goes ahead at Tyne and Wear

The £500,000 grant promised earlier this year for Tyne and Wear County Council's £1.75 million fuel from rubbish scheme has been confirmed by the Department of the Environment.

The County Waste Disposal Committee recommended that Standing Orders be waived so that a specialist company could be appointed as main contractors for mechanical and electrical equipment. The building and civil engineering contracts for this project will however probably be let by tender in the normal way.

Sample pellets of a similar type of fuel from waste have just arrived from Switzerland, as a basis for boiler trials under normal operating conditions. As a result of discussions with potential users the Council has agreed to provide 40 tons of pellets at an estimated cost of £300.

Mrs. Joyce Copland, Chairman of the County Waste Disposal Committee, commented: 'It is only right for our prospective customers to try the new product. We must be sure of our market before we commence production.'

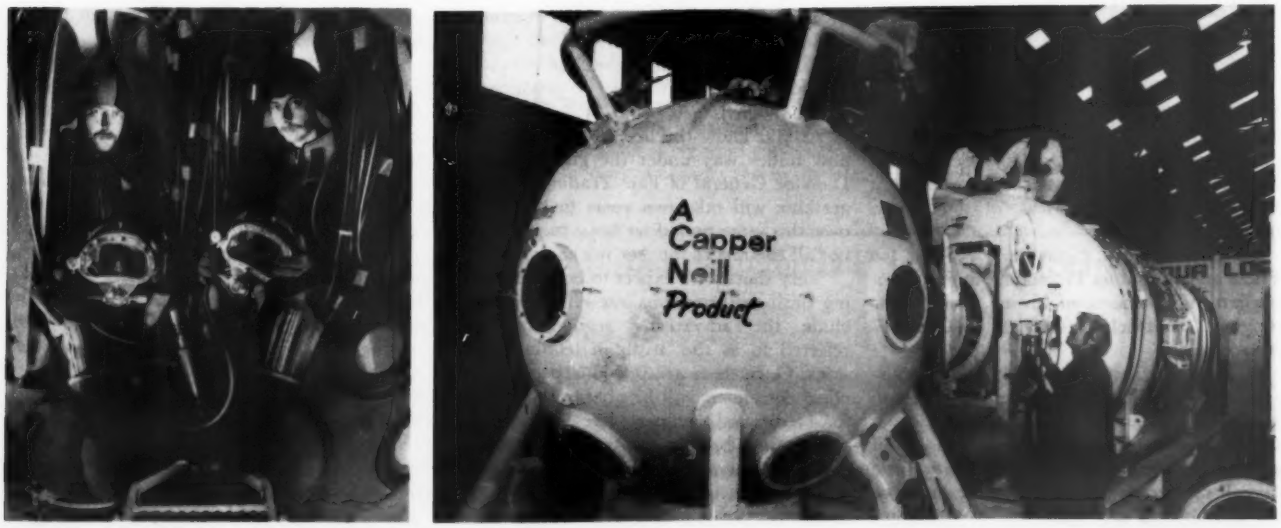
Post Office packet switching trials

The first exchange of packets between customer sites using ICL Network Interface equipment has just been achieved by The National Computing Centre and the University of Manchester Regional Computing Centre.

Developments to bring the Manchester Packet Switching Exchange on-stream are proceeding fast and an opportunity occurred to test a customer switching operation during the commissioning trials of the two Interface units. The trial was achieved with the co-operation of the Post Office.

The next stage will now be for the NCC staff to gain experience of interlinking the packet protocol with applications programs and to co-operate with the Post Office and the other forty participants in the experiment to test protocols across the network. In early summer the NCC Interface unit will be extended with multi plexor facilities which will enable other host computers to be connected to the EPSS network via the NCC unit.

It is hoped that the availability of the NCC gateway facility will encourage other companies to look more closely at the implications of this radically development using their own data and systems.



A new deep-sea saturation diving system which has successfully completed extensive trials, including a two-week simulated dive. To be used in offshore oil operations, it consists of a diving bell (foreground), transfer chamber and deck compression chamber, with a control instrumentation van and handling gear. After entering the deck compression chamber divers are gradually brought up to the required compression level before transferring to the diving bell, which is then lowered to the requisite depth. When a shift is complete, the bell is winched back to the deck compression chamber, so that a fresh team can transfer to the bell. During trials, which were monitored by the Ministry of Defence, three divers spent 14 days under pressures equivalent to a depth of over 300m, breathing 98 per cent helium. Left: Two divers prepare for descent inside the bell.

Computerised housing management project

A project to enable the study of a computerised housing management system has now been announced by the Department of the Environment. It is expected to progress in two or more phases, and the contract for the first phase has been let by the Department to Logica Ltd., a computer software firm.

Phase one of the project is concerned with the definition of the project management framework, the systems programming and documentation standards, and the outline system design. Housing waiting lists and lettings, rent collection and arrears procedures, rent rebates, house repairs and updating of property files will be specifically studied. It is expected that Phase two will consist of the detailed specification and production of programs to fulfil the established requirements of housing authorities and will be undertaken mainly by local authority staff. The design of the system will be such that individual local authorities will be able to adapt it to their particular needs.

The project was suggested by six major English cities (Birmingham, Bradford, Leeds, Manchester, Newcastle and Sheffield) who between them manage a stock of over half a million dwellings. These six authorities are involved in Phase one of the project, and the consultants will examine the requirements of their housing department in detail. Logica will also visit a number of other housing authorities to ensure that their proposals will be applicable to the needs of authorities with smaller housing stocks, or who are using different computers.

One of the aims of the project is to improve the flexibility and effectiveness of the housing service. For example, it is hoped that the computerisation of waiting lists and lettings will make it easier to match the needs of applicants to the housing available. It should also reduce the amount of time during which a property stands empty awaiting new tenants. The exchange and transfer of tenancies to suit personal preferences should become simpler to arrange; and tenants could benefit from improvements in the arrangements for dealing with house repairs.

Inquiries about the project should be addressed to the Information Officer, Lamsac, 3 Buckingham Gate, London SW1 (tel. 01-828 2333).

Making use of elm

Everyone must be aware of the effects of elm disease, and although many of the dead trees are probably unusable, there are several million useful trees waiting for a market.

To encourage the wider use of elm, the Elm Marketing Group has now been formed by the Forestry Commission and the timber trade. Many people still believe that elm is only used for coffins, but in fact the timber has a wide range of uses.

Do-it-yourself enthusiasts should be warned however. The wood has what is termed in the trade a 'wild grain' and will warp and distort unless very carefully seasoned.

The increased use of elm would help to clear the countryside of diseased trees improving the landscape and helping to reduce the risk of infection. The disease itself has no effect whatever on the properties of the timber but unless it is felled and converted for use, a dead elm will eventually decay.

The Elm Marketing Group is appealing to those in a position to choose, to specify elm wherever they can. Although the group has no elm to sell, it can put customers in touch with suppliers and can advise on its suitability. The Elm Marketing Group (ELM) c/o Forestry Commission, 25 Savile Row, London W1X 2AY (tel. 01-734 4251).

Information about specific aspects of the use of elm can be obtained from the Princes Risborough Laboratory, Building Research Establishment, Princes Risborough, Aylesbury, Bucks HP17 9PX (tel. Princes Risborough 3101).

Advice on Dutch elm disease and the felling and removal of diseased trees is available from the Forestry Commission, 231 Corstorphine Road, Edinburgh EH12 7AT (tel. Edinburgh 334 0303).

Prolamat '76

Prolamat '76 is the title of a conference on programming languages for machine tools which the Department of Industry's National Engineering Laboratory is holding at the University of Stirling, Scotland, on 15-18 June 1976.

Further particulars from: The Conference Organiser, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU, tel. East Kilbride 20222.

The conference will provide a forum for users, suppliers and research workers in the field of Computer Aided Manufacture (CAM).

Design against corrosion

There are three main factors involved in corrosion; the materials employed, the methods by which they are formed and assembled and the environments in which they are used. An exhibition at the Design Centre open until 19 April this year illustrates the importance of preventing corrosion, organised by the Design Council in conjunction with the Department of Industry.

The importance of selecting materials to meet the life/cost requirements is demonstrated in relation to car exhausts and diagrams and charts show what is involved in choosing materials for boiler tubes in power stations.

The influence of the environment is shown by several exhibits such as an internally coated aluminium beer keg, coated as protection not against the beer but from the fluid used to clean the keg after use.

'Benefits of North Sea oil' booklet

Five years after the first major 'strike', a booklet 'Benefits of North Sea oil', published by the Scottish Office at the request of the Oil Development Council for Scotland, takes stock of the main quantifiable benefits to Britain from the discovery and exploitation of North Sea oil. It summarises the benefits as:

Enough North Sea oil to give the UK a net self-sufficiency;

Substantial saving on balance of payments;

Income from taxes and royalties possibly averaging £3,000-£3,500 million per annum (1975 prices) in the early 1980s;

A new high-technology home market for British industry, with the prospect of increasing export opportunities;

Over 50,000 jobs in Scotland alone, associated with North Sea oil activities.

Hollow plastic balls being used to prevent heat losses, a principle which can be applied to many liquids, chemicals, boiler feed waters, etc., supplied by Euro-matic Ltd., Brentford.

Hollow plastic balls

Lombard Finishing Co. Ltd., (part of the Harrison Group) have covered two anodising rinse tanks with hollow plastic balls, and have reduced heat losses from the previously uncovered tanks by at least 75 per cent. The anodising process is semi-automatic and involves dipping and withdrawing racks of bright aluminium curtain rail. After careful study of the problems of possible 'drag-out' of balls when the racks are removed from the tanks, a 20mm diameter ball was chosen. Having reduced the heat losses, the heavy steaming and condensation which had previously flooded the floors was virtually eliminated; costly extractor fans and air conditioning equipment became redundant and working and operating conditions in the anodising shop were healthier.

Britain

Bec in business – first policy statement issued

One element of the life-blood of the economy of any country is its education system which, of course, is taken in Britain through various stages as a child matures into adulthood and proceeds from the mainstream of primary, secondary and tertiary school education into a variety of further and higher education courses, many of which are vocational in nature, after the student has reached the age of 16.

The established professions and the technical side of industry has long had a nationally structured further and higher education system but business education has until now been somewhat fragmented at the intermediate level and under the control of a number of different examining bodies.

The Business Education Council (Bec) has been set up to remedy this and has produced its first policy statement this week, outlining a national structure for courses leading to qualifications in business education. *Trade and Industry* spoke to the chairman of Bec, Mr. J. M. Bruce Lockhart, on the basic philosophy of Bec and the role which it sees for itself in the future. In the latter part of this article we have reproduced extracts from the first policy statement.

Mr. Bruce Lockhart, what has been the position up to now in business education?

The nationally sponsored provision was formerly covered by three committees: the Joint Committee for National Awards in Business Studies and Public Administration, which was the biggest; the Joint Committee for National Certificates in Distribution; and the National Committee for Certificates in Office Studies, and these were part of the Ordinary/Higher National Certificate and Ordinary/Higher National Diploma awards system. The Business Education Council took over the responsibilities of the committees system from September 1975 and in doing so, of course, we took over the 75,000 students who are already doing these courses. It was a very painless takeover because the chairmen of some of the former joint national committees are permanent members of the Bec.

What we have been doing since Bec was set up is looking at the work which has been done over the past few years and attempting to rationalise and unify it.

For our new programme we very much want to get the backing of four groups of people: employers; educationalists, that is professional education administrators; teachers; students and parents.

As part of this process we have circulated for the past eight months a consultative document among all the regional authorities, employers' organisations, teachers' organisations and student organisations. Members and officers of the council have toured the country speaking to many of these groups and we have had more than 300 written submissions based on our original consultative document. As a result of all

Business Education Council

Extracts from the First policy statement

Titles of awards

The name of the awards will be:

First Level	Bec General Certificate
	Bec General Diploma
Second level	Bec National Certificate
	Bec National Diploma
Third Level	Bec Higher National Certificate
	Bec Higher National Diploma

Council has decided not to give specialist or subject titles to its awards. The range of Bec awards and option modules within courses leading to awards will however be designed to allow students a degree of specialisation in the course. Bec will supply students obtaining an award with evidence of those modules which have been successfully completed.

Objectives for all Bec awards

They should be recognised and respected in their own right by students and employers as appropriate qualifications for those employed in any part of industry, commerce, central government, local government and other public services.

They should provide, wherever possible, a progressive route to appropriate professional and other higher qualifications.

The intended terminal level of assessed performance should not be less than that represented by the equivalent awards at each level which the council presently administers.

They should reflect the assessed level of attainment reached by the student and not the method or route of study followed.

Timetable

A limited number of courses leading to Bec awards may be introduced for students enrolling in the academic session 1977/78. It is intended that a progressively wider range of courses will be available for students enrolling from September 1978 onwards.

Bec general certificates and diplomas

The Bec philosophy for first level awards

The council acknowledges that its responsibility for business education includes providing for the large number of people whose level of assessed academic qualifications ranges from marginally less than four 'O' levels or their equivalent to none at all. Many such people are employed in business. The council believes that it should provide courses which will give them a broad educational foundation with a stress on literacy and numeracy in a business context.

Entry requirements

No formal academic restrictions on entry are proposed. Students will normally be expected to be at least 16 years of age and be required to indicate their suitability for the course and their ability to benefit from it.

Attainment Level

To qualify for an award students will have to

these inputs we have modified our views in certain areas and the result is that the first policy paper, and I hope it will be the first of a series, has now been published.

On the research side we set up a small working party to look into research into business education which has been done in the past. We then initiated, through a private research group, some research into what both students and employers think of the present system of business education. We split the employers into two groups: those who had had experience of using business education whom we asked how relevant it had been to their company activities, and the other group of employers who had not had experience of business education; we asked them 'why not?'.

The point of this is that it is quite easy to find out what educationalists and teachers think – because they already have well-established groups to represent them – but it is difficult to know what the users, ie the employers and students, think.

As a result of all this work, we hope that the policy statement, which has now been issued, is both respectable in terms of the quality of the research and intellectual in terms of the ideas it puts forward.

How is the Bec financed?

At the moment most of the money comes from the Department of Education and Science (DES) but from 1 April Bec will receive the fee income from students already on courses and within five years or so we hope to be self-supporting.

How is the Bec structured?

We have a council composed of individuals who are well versed in further education, drawn broadly from professional bodies, employers, educationalists, lecturers and local authorities. The council has two main committees dealing with finance and general purposes and education policy. At the moment the financial and general purposes committee is particularly important to us because we have only just begun operations and there are many aspects of setting up the system which require expert financial and legal knowledge which is available to us from council members. As time goes on, however, this initial activity may well recede and the education policy committee will probably gain a dominant role.

There are to be four boards, each of which will deal with one of the major areas of business education. These boards will look after financial studies, general business studies, distribution and public administration.

I am trying to get four absolutely first class men to chair these boards, so that when we do get the right man he will attract other able people. We very much want to involve employers in these boards so that the kind of cross-structure and award system which we are developing falls in line with what the employers actually want. In the past, teachers have had the majority of influence on what was taught and this, of course, is naturally so, as they are closest to the problem of devising courses, but the influence of employers must be allowed to make itself felt.

The other area in which these boards will be useful is to ensure that the cross-structure and award system will meet the requirements of the large number of people who are interested in taking Bec awards for the purposes of gaining exemption from professional qualifications, such as those applying to accountants, lawyers, company secretaries, and so on, and we very much hope that people will see that these courses are relevant to professional qualifications.

How would you regulate the courses?

For our new courses and awards we shall not have the same level of help from HM Inspectorate in vetting courses and establishments so that, in the meantime, we must learn a great deal from them. We do not propose to install a vast full time staff to carry out inspections but we will set up a system which will enable us to make use of the people with suitable expertise on a part time and consultative basis.

Will there be anything significantly different in a new Bec award?

We spent a lot of time thinking about this and came to the conclusion that there were four themes which could be applied to business education right across the board and that anyone taking the Bec awards should be able to demonstrate a grasp of all these things irrespective of their particular specialisation. The themes are: money – not simply economics but the whole concept of money and finance; human resources – because even a young shorthand typist who is put in charge of two juniors needs to have some knowledge of human relations in order to be able to get the most out of them; the ability to

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reach a level of assessed performance in the course overall, and in each assessed module, at least equivalent to the pass level of the present Certificate in Office Studies.

A higher level of assessed performance will be recognised by an award at credit standard. Students who reach this level of assessed performance in the course overall and in certain specified modules will have achieved the minimum entry requirements for an appropriate course leading to a Bec second level award. The standard of this credit will be determined by the council on the advice of its boards.

Bec national certificates and diplomas

Minimum entry requirements

At this level courses will be designed so that students with any of the following minimum entry requirements can be considered for direct entry: four GCE 'O' level passes; Equivalent qualifications (including CSE grade 1 passes); Bec first level awards at credit standard.

The responsible board may require, in addition, evidence of previous attainment in one or more subjects or disciplines.

Provision will be made to enable motivated students over 19, without the minimum academic entry requirements, to be direct entrants to these courses. The limits to this discretionary entry have yet to be decided by the council.

Attainment Level

These awards should have a terminal attainment in knowledge, skills and understanding at least equivalent to that of the present ONC/OND in Business Studies.

In deciding this the council has been mindful of its desire for Bec National Diplomas to be recognised as a sufficient qualification for entry to the first year of a Dip HE, degree or honours degree course and to be recognised by major professional bodies for exemption purposes.

Bec Higher national certificates and diplomas

Minimum entry requirements

Students with any of the following minimum entry requirements can be considered for entry to a course leading to a Bec Higher National Certificate or Diploma.

A Bec National Certificate or Diploma; one GCE 'A' level pass and at least three GCE 'O' level or CSE grade 1 passes in other subjects: A qualification equivalent to any of the above. The responsible boards may require in addition evidence of previous attainment in one or more subjects or disciplines.

Provision will be made to enable motivated students, aged 21 and over, but without the minimum academic entry requirements, to be direct entrants to these courses. The limits to this discretionary entry have yet to be decided by the council.

Attainment Level

These awards should have a terminal attainment level in knowledge, skill and understanding not less than that of the present HNC/HND awards in Business Studies.

In deciding this the council has been mindful of its desire for the new Bec Higher National Diplomas to receive a greater recognition, in terms of exemption, from the examinations of professional bodies, and years of study on degree courses, than is at present accorded the HND of the former joint committee.

communicate – both in the written and spoken word; and a fourth theme which, for want of a better term, I can only describe as numeracy and technology – the ability to cope with problems in a technological society.

The point of this last theme is that there can be groups of students who have taken a line through their later school years in which they studied arts subjects fairly exclusively and may have been made to feel that they 'were not good at figures'. We want to make sure that anyone holding a Bec award does have a broad grasp both of figure work and of the elements of technology as it applies throughout modern industry. Simply so that they do not feel isolated, even though they have taken a basic arts course and are now taking a further qualification which may not be related directly to any specific aspect of modern technology.

So these themes are going to be taught right across the board throughout the course. It would have been simple to have structured the course so that the themes were each taught as one module, but what we are attempting to do is to achieve a more difficult but, we feel, more satisfactory approach.

How will a student achieve an award?

In the present system we have ONC's and HNC's which are for part-time students, and OND's and HND's for full-time students. We propose to keep the distinction between diplomas and certificates but these will no longer indicate the route by which the student has travelled, rather they will indicate the breadth of study which is attained. We also feel that the students should have some work experience and we would, in ideal circumstances, perhaps insist that this would be a pre-requisite to joining a course. But with unemployment at its present level we do not think that such a move will be socially acceptable.

The main courses will be held as at present in colleges of further education and polytechnics. We are, however, looking very seriously at correspondence courses. When this matter was first raised we were nearly howled down but the concept of correspondence courses is now much more accepted and the idea is attractive to us because it brings in another age group which is working full time and does not have the opportunity to attend classes during the day. We shall be doing a small pilot study on the use of correspondence courses.

A halfway house between college study and home study is the concept of Direct Private Study (DPS) where a student will be able to work at home under directions from his local college. In this we hope to work closely with the BBC and make use of other audio-visual techniques. We are also running a pilot study in this field and want to give both correspondence courses and DPS a good, fair trial.

How would you propose to encourage employers in getting their collaboration?

Employers' attitudes vary from unenthusiastic to downright apathy and we feel that the answer to this is involvement. There are three levels of involvement: at the national level you have the national employers' organisations, such as the CBI and the BIM; at regional level you have the Regional Advisory Councils, which tie up the local authorities and local businesses, but of course these councils are large and many of the people who sit on them representing industry are not, in fact, line managers but are representatives of regional employers federations, and so on; the third level is the college where you get a business studies department in a lively polytechnic or college. They have very close links with local business because of their activities and this, of course, provides a very good link.

My guess is that the two things to concentrate on are to get able employers involved in policy making and, secondly, to get business studies departments in polytechnics and further education colleges to tie up with local businessmen.

What are your relations with local authorities, especially at this time when funding is being cut back?

Some local authorities officials are members of the council. The problem of local authority finance, of course, must be taken into account by us when we make plans for the future.

Will there be anything in the Bec awards for the relatively lowly qualified student?

At the first level we are going to take people on to Bec courses with limited goals in mind because we believe in the philosophy of the second chance and must, therefore, allow people who, for one reason or another, have not done very well at school to have the opportunity to have a qualification. So we will lower the ladder down to these people, giving them a first level award, but for them to go on for a higher level award they will have to have reached a credit standard in the basic award, as opposed to pass standard. In this way we are not diluting the standard of candidate for the higher level awards on the one hand and yet fulfilling a social responsibility to those requiring a second chance.

How is Bec related to Tec (Technical Education Council)?

We have very close relations with Tec and there are certain areas where we have common interests, for example, in computers and mathematics and we are setting up joint Bec/Tec committees to deal with them.

Although I have stressed our relations with the employers, that is not to say that the teachers are not important, however, we must concentrate on relations with employers which may well be the most important single factor for the future.

Government Publications in the Midlands

from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham B1 2HE

Publications

Airports and the Environment. Organisation for Economic Co-operation and Development. (290 pages. Available from HMSO. 1975. £4.40. ISBN 92 64 11377 0.) This report, prepared by the Sector Group on the Urban Environment of the OECD, considers the factors involved in the siting of major airports, the influence of airports on urban growth and the effects on the environment, all of which are of major importance to OECD member countries. The group's concern with the conflicts between man and the equipment of modern life led it to direct its attention to the side-effects of large-scale developments. This report is the first in a series of such impact studies. For the most part real-life studies are used in considering the factors involved in the siting of airports. So, for example, the chapter on finding sites for major airports uses the experience of Oslo, Copenhagen and Osaka, while in discussing the expansion of existing airports Frankfurt and Zurich are considered, and the chapter on noise abatement outlines the Swiss approach to the problem. Other chapters consider the management of airport planning, giving the United Kingdom and Canadian views on the subject; a project under construction and a project subsequently abandoned, using case studies of Paris and London respectively; an expansion halted, at Kennedy Airport New York; a study of an airport and new town in Sweden and airports and ecology in Canada. There is also a short discussion on possible trends in aviation up to 1990 as they may affect airport provision, and sections dealing specifically with the problems of aircraft noise. These chapters are followed by a theoretical discussion of the effects of an airport on its region, and a programme of studies for locating an airport. The use of practical examples in this report has led to the inclusion of maps and diagrams to clarify the points made, and considerable use has been made of empirical material collected in relation to the problems discussed and presented in tabular form.

Adjustment for Trade: studies on industrial adjustment problems and policies. Development Centre of the Organisation for Economic Co-operation and Development. (314 pages. Available from HMSO. 1976. £5.00 ISBN 92 64 11449 1.) This work consists of a series of eleven essays on the subject of adjustment policy, which is defined as government assistance to and intervention in industries adversely affected by strong competition from imports. The subject is set in the context of international trade agreements, with particular regard to developing countries. The subject matter of the papers varies from general surveys of policies to detailed studies of markets in specific countries. The first paper is a broad survey of adjustment policy, examining the contexts in which such policy operates. This is followed by an examination of adjustment in textile industries. The other papers deal with specific countries' adjustment activities, or with individual industries within countries. Included are general surveys on the Federal Republic of Germany, Belgium, Sweden, United States, Canada and Japan. Industries covered in detail are, the clothing industry in the Netherlands, footwear industries in Ghana and Ethiopia and the British jute industry. The approach taken by the various authors of the papers ranges from purely descriptive to the mathematical and statistical, and the extent of the material cited in the short bibliographies indicates the work's usefulness in bringing together information from many areas of economics, commerce and sociology. Because of the detailed economic and mathematical analysis employed, some of the papers are of a rather specialised interest, but the more general papers make a useful introduction to a complex subject.

Britain and the European Community. Central Office of Information Reference Pamphlet 137 (67 pages. HMSO. 1976. £1. ISBN 0 11 700786 2.) The relationship between Britain and the European Community – past, present and future – is described in this pamphlet. First, the formation and development of the European Community is examined in relation to earlier forms of European co-operation following the second world war. This part of the pamphlet also describes the growth of British relations with the European Community from its creation in 1957 to Britain's applications for entry and eventual accession in 1973. The next part examines the course of Britain's renegotiation of the terms of membership during 1974-5 and discusses the future development of the European Community following the successful outcome of the referendum held in 1975 concerning Britain's continued membership. The third and final section deals with the structure of the Community of Nine and discusses its various institutions and the part played by Britain in the development of these bodies. A chronological table showing the development of European co-operation from 1945 to 1975 and the part played by Britain in that development is given at the end of the pamphlet.

International recommendations on statistics of the distributive trades and services. United Nations Statistical Papers Series M No. 57. (55 pages. Available from HMSO. 1975. £1.56. ISBN 0 11 904121 9.) The aim of this document is 'to assist countries in developing their national statistics', and it 'could also provide a basis for the international reporting of statistics of the distributive trades and services'. It begins by dealing first with the scope, classification, coverage and reference period of the inquiries, and the statistical unit to be used. This chapter concerns itself, in fact, with recommendations on the frequency of surveys, the types of establishments to be covered and a discussion of the usefulness of using 'the establishment' as the basic unit of the statistical collection. Chapter two describes the characteristics of the statistical unit and its classification; that is, what data is typical of the establishments surveyed, and useful to potential users of the statistics. Chapter three contains two tables that list the items of data recommended for collection and the statistics recommended for publication. The last chapter is a list of definitions of the items of data recommended for collection. This last section would seem to be the most useful to the 'lay' reader, that is, a person not actually engaged in setting up a national statistical survey of distribution, as these definitions are very informative for anyone attempting to understand distribution censuses. In general, this document can be regarded as an important theoretical statement that will undoubtedly be of use on a national level, but can be of very limited interest to a private individual actually battling with the problems of finding information about the distributive trades in his own, or other, countries' statistics.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Parliament

Monday, 15 March

Trade with USSR

Mr. Stan Thorne (Preston South) asked for a report on progress in regard to increasing trade with the USSR since the trade agreement of February 1975.

Mr. Shore replied: 'As I stated in the answer which I gave my Hon. Friend, the Member for Wolverhampton North East on 15 December last (*Trade and Industry*, 2 January, page 17) our exports to the Soviet Union in 1975 had almost doubled in value compared with 1974. A substantial volume of business is currently under negotiation and now that the Tenth Five Year Plan has been approved we hope for the early conclusion of some important contracts.'

Trade with Commonwealth

Mr. Neil Marten (Banbury) asked for a statement about trade with Commonwealth countries.

'British exports to Commonwealth countries increased in value last year by 20 per cent over 1974, while imports remained stable,' said Mr. Shore. 'My department and our posts abroad are alert for opportunities to maintain this expansion.'

Exports of Scotch whisky

'What steps are being taken to encourage further growth in the exports of Scotch whisky?' asked Mr. Douglas Crawford (Perth and East Perthshire).

Mr. Deakins answered: 'The wide range of export services provided by the British Overseas Trade Board is available to exporters of Scotch whisky to help them to expand their already substantial overseas sales. My department has also taken every opportunity to make representations to certain countries about trade barriers that are hindering exports.'

EEC and export credits

Mr. Robert Taylor (Croydon North West) asked what consultations the Secretary of State for Trade has had with his EEC counterparts concerning the European Court of Justice decision that export credits fall within the competence of the EEC Commission.

'The matter is being considered by officials,' said Mr. Deakins. 'I shall consult the other members of the community as the need and occasion arises.'

Mr. Anthony Grant (Harrow Central) asked about the encouragement of a unified system of export credit within the EEC.

Mr. Deakins said: 'The harmonisation of export credit facilities has been the subject of continuing discussion within the community. Since accession, the United Kingdom has played a constructive part in those discussions.'

EEC anti-dumping policy

Questions were asked by Mr. Tom Arnold (Hazel Grove), Mr. Peter Morrison (City of Chester) and Mr. Roger Moate (Faversham) on the development of an EEC anti-dumping policy.

Mr. Shore answered: 'There already exists an EEC regulation which governs the handling of anti-dumping cases and reflects the Gatt obligations of the community. I have had conversations with both member states and members of the commission on anti-dumping matters. There is also an EEC Anti-Dumping Committee of which the UK is a member and which provides a forum for continuing discussion of these problems.'

Mr. Max Madden (Sowerby) asked the Secretary of State for Trade to review legislation and arrangements to stop dumping.

'I am keeping our anti-dumping procedures under constant review, but of course I have to pay proper regard to our international obligations,' said Mr. Shore.

EEC and multilateral trade negotiations

Mr. Michael Shersby (Hillingdon, Uxbridge) asked if proposals have been put to the EEC on the position which the community should take in the multi-lateral trade negotiations.

Mr. Shore said: 'The community's general line in relation to the multilateral trade negotiations was set out by the council in a series of directives last year. These took into account various proposals I had made designed to remove trade barriers, which have since been followed up by my department in the detailed preparatory work. Most recently we have proposed significant improvements in the offer which the community will shortly be making on barriers to trade in tropical products.'

Unctad IV

Mr. Frank Hooley (Sheffield, Heeley) asked for a Green Paper on HM Government's views and proposals for the forthcoming meeting of Unctad IV.

'It is not normal practice to publish Green Papers on our approach to particular meetings of UN organisations,' said Mr. Shore. 'However, HMG welcomes the views of interested persons or organisations on the issues with which we shall be dealing at the Unctad Conference.'

Machine tool exports

Mr. Hugh Dykes (Harrow East) wanted information on the total value in pounds sterling of UK direct exports of machine tools to the other member states of the EEC in 1975, and the total value of imports of the same category from those countries in the same period.

'Exports were £32 million fob and imports £61 million cif,' said Mr. Deakins.

Sperm whale products

Figures were requested by Mr. Emlyn Hooson (Montgomery) showing the total value of imports of sperm whale products during the years 1973-74 and 1974-75, respectively.

Mr. Shore gave the following available information:

£ thousand

	12 months ending March 1974	12 months ending March 1975
Sperm oil	994	1,931
Spermaceti	61	113

Domestic electric appliances

Mr. Peter Rost (South East Derbyshire) asked if the Secretary of State for Trade was satisfied: 'that the domestic electrical appliance and television manufacturing industries are maintaining their competitive positions in overseas markets and are

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Gregor MacKenzie
Gerald Kaufman
Parliamentary Under-Secretaries of State: Lord Melchett
Neil Carmichael

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

subjected to fair competition from imported products?'

Mr. Deakins said that exports of domestic electric appliances rose in value in 1975 by a fifth, and probably about held their relative position in overseas markets. Exports of television sets doubled in value and probably improved their share. 'So far as imports are concerned, we are always ready to consider evidence of unfair competition,' he added.

Imports of electric motors

Mr. Julian Ridsdale (Harwich) asked for a statement about the import of electric motors from Eastern Europe.

'Imports of electric motors from Eastern Europe fell in 1975 by 20.6 per cent compared with 1974', said Mr. Deakins. 'This represents 1.38 per cent of total UK imports, in 1975.'

Passenger transport vehicles

Mr. E. Fernyhough (Jarrow) asked how many new passenger transport vehicles were produced in 1975; and how many of these were exported and how many went to the home market.

Mr. Deakins gave the following available statistics:

PRODUCTION OF PASSENGER TRANSPORT VEHICLES IN 1975

Thousands

	Total	For home market	For export
Road vehicles(a)			
Buses and coaches	36	13	23
Cars (including taxis)	1,268	736	532

Hundreds

	Total	For home market	For export
Railway coaches			
British Rail(b)	5.0	3.5	0.0
London Transport(c)		1.5	
Diesel powered coaches(d)	4.5	3.9	0.6

(a) Source: Business Monitor PM 381.
(b) Number of locomotive-hauled coaches and electric multiple units made in British Rail workshops in 1974. Source: British Railways Board Annual Report and Accounts 1974.
(c) Number of new carriages taken into service in 1974. Source: London Transport Executive.
(d) Number sold by manufacturers. Source: Business Monitor PQ 384.

Foreign car imports

Mr. John Stonehouse (Walsall North) asked what were the foreign car imports in numbers and value for the last convenient year; what proportion of the total market they took; how this compares with the last month; and what were the numbers of Japanese cars in these periods.

Mr. Shore said that in 1975 452,000 cars were imported including 125,000 from Japan. One-third of registrations last year and about the same so far this year, were accounted for by foreign cars. He gave full figures as follows:

	Total imports			Imports from Japan
	No. ('000's)	Value (£ million cif)	Market penetration(a) (per cent)	No. ('000's)
1975	452.1	516.5	33.2	125.0
January 1976	37.6	52.5	32.5	11.1
February 1976	N/A	N/A	36.1	N/A

N/A = Not available.
(a) Foreign cars registered as a proportion of all registered cars.

Trade in motor components

Mr. Tom Litterick (Birmingham, Selly Oak) asked for the value of motor vehicle components imported and exported during each of the last five years.

Mr. Deakins gave the following information covering bodies, engines and other parts for motor vehicles:

£ million

	1971	1972	1973	1974	1975
Imports (cif)	65.3	95.8	122.1	169.5	224.7
Exports (fob)	366.0	387.1	461.7	602.2	782.4

Imports of coal

Mr. Dennis Skinner (Bolsover) asked for a list of countries exporting coal to the UK together with latest prices.

Mr. Shore gave the following average values per metric ton in 1975 derived from the import statistics under SITC(R) heading 321.4:

	£ per metric ton cif
Federal Republic of Germany	41.00
Soviet Union	37.36
Belgium and Luxembourg	37.25
Republic of Vietnam	37.25
North Vietnam	35.89
South Africa	33.15
Netherlands	30.09
USA	25.67
Poland	23.79
Irish Republic	19.52
Australia	17.41
Canada	14.49

Note:
Average values are not true prices. The figures are affected by differences in the kinds of coal imported.

Airline overbooking

Mr. Robert McCrindle (Brentwood and Ongar) asked if legislation is planned on airline overbooking.

'No Sir', said Mr. Clinton Davis. 'But the Civil Aviation Authority proposes to exercise its power as a licensing authority to include a mandatory condition in the licences of UK airlines for the compensation of passengers who are not carried on a scheduled flight on which they have confirmed space, even though the flight takes place.'

Aircraft noise

Questions about the fitting of hush kits to jet aircraft were asked by Sir George Young (Ealing, Acton) and Mr. Ronald Bell (Beaconsfield).

Mr. Clinton Davis answered: 'Studies show the noise reduction that might be achieved by the fitting of hush kits to older types of jet aircraft now in service are disappointing; there would be a minimal, relatively short-lived, noise reduction, at large cost. We have not, however, come to any final decision, and I am arranging for a summary of the studies to be placed in the Library in the course of the next few days. We shall be opening discussions with aircraft operators, and with other interested parties, on alternative ways of bringing about a reduction in total aircraft noise disturbance.'

North Atlantic air routes

Mr. Kenneth Warren (Hastings) asked what agreements have been made between UK and US airlines on the capacity to be offered on the North Atlantic from March 1976 onwards; and Mr. Tebbit asked for details of the North Atlantic air traffic capacity limitations taken into account in the considerations leading to the decision to overrule the CAA issue of a licence for the Skytrain service.

Mr. Clinton Davis replied: 'Agreements to limit capacity on the North Atlantic routes were first negotiated in the autumn of 1974. They proved very successful in cutting out wasteful excess capacity and substantially improved British Airways' financial results. They were renewed in April 1975 and the present agreements run to 31 March 1976. I am publishing the details in the Official Record (*see below*). Discussions about the levels of capacity for the summer of 1976 are still in progress.'

UK/US CITY PAIRS CAPACITY

London –		Maximum weekly frequencies in each direction: Summer 1975	Winter 1975/76	Summer 1976
Washington	WB	14	10	14
Chicago	WB	14	10	14
Detroit	WB	14	5	10
	NB	—	7	—
Los Angeles	WB	14	14	14
Miami	WB	14	10	12
New York	WB	42	21	42
	NB	21	21	21
Boston	WB	21	—	15
	NB	—	21	—

Notes:
(1) 'WB' = wide-bodied aircraft (DC10s, B747s and L1011s).
(2) 'NB' = narrow-bodied aircraft (B707s, VC10s, DC8s and Concordes).
(3) In 1976, at the airline's discretion, two narrow-bodied frequencies may be substituted for one wide-bodied frequency at New York and Washington; and seven narrow-bodied frequencies may be substituted for five wide-bodied frequencies at Boston.
(4) There is provision for adjusting the regular capacity up or down, at reasonable notice, if the traffic proves greater or less than is forecast.
(5) Additional flights are operated as necessary to meet peak traffic demands.
(6) On the London-New York sector, one B747 is operated with a seating restriction, as if it were a narrow-bodied aircraft.

Marine pilotage

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked why HM Government accepted the recommendations of the Steering Committee on Pilotage.

Mr. Clinton Davis answered: 'The Government's policy statement on marine pilotage of 11 December (see *Trade and Industry*, 19 December 1975, page 759) last explains the grounds for our acceptance of the main recommendations of the Steering Committee on Pilotage which were unanimous. Briefly, it is believed that the proposals provide a sensible and practical basis for advances in the organisation and safety of pilotage in the United Kingdom.'

Mansager Mission

Mrs. Lynda Chalker (Wallasey) asked what was the outcome of the discussions last November with members of the Mansager Mission.

'The discussions were about economic developments and prospects in Britain,'

said Mr. MacKenzie. 'In general, those who had been members of the mission were encouraged by the improvement in our economic situation and were hopeful that this improvement would continue as it was an important condition of investment.'

Trade Secretary's official visits overseas

Mr. Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Trade to list the countries to which he paid official visits since February 1974 with the dates of such visits.

Mr. Shore gave the following information:

Belgium	October 1975
USA	April 1974
Canada	April 1974
Australia	August 1974
New Zealand	August 1974
Brazil	August 1974
Venezuela	August-September 1974
Sweden	January 1975
Finland	January 1975
Iran	January 1975
Nigeria	February-March 1975
Poland	March 1975
Bahrain	April 1975
Kuwait	April 1975
United Arab Emirates	April 1975
Qatar	April 1975
France	May 1975
	October 1975
USSR	May 1975
	September 1975
Hong Kong	September 1975
South Korea	September 1975
Japan	September 1975
Israel	October 1975
Netherlands	October 1975
Italy	October 1975
West Germany	October 1975
Mexico	November 1975
Cuba	November 1975
India	January 1976

'In addition I have made regular visits to the Council of Ministers in Brussels and Luxembourg,' said Mr. Shore.

Mr. Tebbit then asked the total cost to public funds of these visits.

Mr. Shore said: '£55,346 up to the end of February 1976.'

Mr. Tebbit asked for a list of the agreements concluded as a result of Mr. Shore's negotiations abroad with his opposite numbers in foreign governments since February 1974 together with his estimate of the cash value to the UK of each agreement.

Mr. Shore said: 'Since February 1974 negotiations have been conducted with many countries, both during the course of my visits abroad and during visits to London of Ministers of foreign Governments. This forms part of a continuing process of exchanges, the results of which I list below.'

'These arrangements are for general economic collaboration. They provide a framework to encourage the development of economic relations of many kinds. In addition arising from the proceedings of the joint commissions set up under these and earlier arrangements, long term programmes for co-operation have been drawn up, in some cases by officials, with the following countries:

Czechoslovakia	March 1974
Bulgaria	May 1974
USSR	May 1974
Hungary	June 1974
Poland	October 1974
GDR	November 1974
Romania	January 1975
Iran	January 1975
USSR	February 1975
Czechoslovakia	March 1975
Bulgaria	April 1975
USSR	May 1975
Hungary	June 1975
Poland	October 1975
GDR	November 1975
Cuba	November 1975
Iran	December 1975
Romania	January 1976
Czechoslovakia	March 1976

'It is not possible to assign a specific value to these many arrangements. They have been designed to promote UK trade and co-operation in industrial development. During the calendar year 1975 by comparison with the calendar year 1973 the value of UK exports to these countries has in nearly every case increased very substantially.'

Trade with EEC

Mr. E. Fernyhough (Jarrow) asked the Secretary of State for Trade what percentage of British imports came from and what percentage of British exports went to the countries now forming the EEC in the five years before the UK joined; and for comparable figures in the three years since the UK became a member.

Mr. Deakins gave the following percentages:

	Imports	Exports
1968	26.1	27.0
1969	25.9	28.1
1970	27.0	29.2
1971	29.7	29.0
1972	31.6	30.2
1973	32.9	32.3
1974	33.4	33.3
1975	36.6	32.3

Companies House

Mr. Richard Wainwright (Colne Valley) inquired about the total cost of the administration of Companies House in each of the last five years: and how much money was received in search fees in each of these years.

'Costs of administration for years prior to 1972 are not available,' said Mr. Clinton Davis. 'With this exception the figures are as follows:

	Cost of administration £	Search fees received £
1971	—	72,288
1972	1,933,500	81,957
1973	2,602,184	86,541
1974	4,575,000	83,735
1975	6,359,000	86,305

Imports of paper and board

Mr. Hugh Delargy (Thurrock) referred to 'the contraction facing the home-produced paper and board industry', and asked if steps would be taken to reduce the imports of paper and board from the Nordic countries, whose percentage shares have increased since 1963 from 49 per cent to 73 per cent for newsprint and from 5 per cent to 33 per cent for printing and writings.

Mr. Deakins answered: 'The present arrangements for maintaining the bulk of the free trade in industrial products, including paper and board, built up in Efta with the Nordic countries are the subject of Free Trade Agreements which do not allow the introduction of import restrictions.

'However there is provision for a general review of the arrangements for paper and board in order to relate duty free quotas to the state of the United Kingdom market. I am arranging to have this review carried out in the near future.'

Mr. Delargy also asked what immediate and long-term measures HM Government are taking to combat the balance of payments impact felt through increased imports of paper and board and its effect on the home-produced paper and board industry.

Mr. Carmichael replied that, in addition to the measures referred to above the arrangements for the duty-free quotas for imports of paper and board from the Efta countries were under review.

Nationalisation of shipbuilding industry

Mr. Neville Trotter (Tynemouth) asked on what activities the steering committee for the nationalisation of the shipbuilding industry has been engaged since its inception.

Mr. Kaufman replied: 'The main activity of the Organising Committee for British Shipbuilders since its inception has been the preparation of plans for vesting and for the initial organisation. In a programme of fact-finding visits to all the companies to be nationalised the committee has to date visited 44 yards or works and held 70 meetings with employees at all levels to get their views on aspects of nationalisation including industrial democracy. The committee has been devoting considerable effort to the immediate problem of shortage of shipbuilding orders and has had discussions with representatives of related industries, with financial institutions and with potential customers. There have also been regular consultations with government and with the CSEU. The committee has made an excellent start and I am very satisfied with its progress.'

Greenwell's Drydocks Ltd.

Mr. Frederick Willey (Sunderland North) asked since when, in what circumstances and for what purpose, the shares of Greenwell's Drydocks Ltd. have been held by Brigham and Cowan Ltd.

Mr. Kaufman said that the shares of Greenwell Drydocks Ltd. have been owned by Brigham and Cowan Ltd. since October 1972, when the name of a non-trading subsidiary of Brigham and Cowan, Amos and

Country	Title	Date
USSR	Agreement on the Development of Economic, Scientific, Technological and Industrial Co-operation	6 May 1974
Bulgaria	Agreement on the Development of Economic, Industrial, Scientific and Technological Co-operation	14 May 1974
Cuba	Anglo-Cuban Economic and Industrial Co-operation Agreement	19 May 1975
Egypt	Agreement on Economic, Industrial and Technological Co-operation	11 June 1975
Romania	Long-term agreement on economic collaborations and industrial and technological co-operation	18 September 1975
Brazil	Memorandum of Understanding on Co-operation on matters of common interest	21 October 1975
Saudi Arabia	Memorandum of Understanding on economic, industrial and technological co-operation	22 October 1975
India	Exchange of letters setting up an Indo-British Economic Committee	6 January 1976

Smith Ltd., was changed to Greenwell Drydocks Ltd. Court Line decided to do this to facilitate the grouping of all its shiprepair activities under the control of North East Coast Shiprepairers Ltd., the parent company of Brigham and Cowan, thus separating the Group's shiprepairing from its shipbuilding interests.

Employment exchange areas

Mr. John Prescott (Kingston upon Hull East) asked how many employment exchange areas exist in each of the intermediate areas; and how many in each intermediate area have an unemployment rate greater than that necessary to qualify for consideration as a development or special need area.

Mr. MacKenzie gave these figures:

Intermediate areas	No. of employment office areas
North West	82(1)
Yorkshire and Humberside	59
North Wales	7
South East Wales	5(2)
North Midlands	8
High Peak	3
North Lincs	5
South Western	6
Oswestry	1

(1) Excluding that part of Skelmersdale employment office area designated as a New Town which has Special Development Area status.
(2) Including only that part of Abergavenny employment office area which is in Gwent.

Designation of Development or Special Development Area status is considered in accordance with the statutory criteria specified in Section 1(2) of the Local Employment Act 1972, as amended, and Section 1(4) of the Industry Act 1972. Unemployment is not the only factor taken into account.

Food prices

Mr. Frank Hooley (Sheffield, Heeley) asked for the retail price of (a) one pound of butter, (b) one pound of bacon, (c) one standard loaf, (d) one pint of milk and (e) one pound of sugar, as at 1 February in each year from 1970 to 1976 at constant 1975 prices.

Mr. Maclennan replied: 'Retail prices of these foods as at 1 February in each of the past seven years are not available. However, average retail prices of these items, which have been calculated from information gathered by the Department of Employment for the General Index of Retail Prices on a selected date in January in each year from 1970 to 1976, can be found in Issues No. 3 of Volumes LXXVIII to LXXXII and issues No. 2 of Volumes LXXXIII and LXXXIV of the *Department of Employment Gazette*.

'In the table below, the year-to-year percentage changes in the prices of each of these items are compared with the corresponding movements in the Food Index.

PERCENTAGE CHANGES ON A YEAR EARLIER — Per cent

	19 Jan. 1971	18 Jan. 1972	16 Jan. 1973	15 Jan. 1974	14 Jan. 1975	13 Jan. 1976
Butter, per lb:						
New Zealand	+9.6	+62.8	−23.8	−6.2	+18.8	+34.4
Danish	+7.5	+47.9	−21.1	−2.4	+20.0	+23.8
Home-produced(1)					+15.8	+35.6
Bacon, per lb:						
Collar(2)	+4.8	+3.4	+28.0	+44.8	+13.2	+26.7
Gammon(2)	+5.5	+10.7	+19.6	+36.3	+15.9	+20.2
Middle cut, smoked(2)	+4.3	+10.1	+18.4	+41.3	+16.0	+17.0
Back, smoked	+4.5	+12.5	+21.4	+35.7	+15.3	+17.2
Back, unsmoked	+4.7	+11.4	+22.1	+36.2	+16.0	+17.6
Streaky, smoked	+6.1	+5.3	+27.4	+52.6	+16.7	+25.6
Bread, 1½ lb. wrapped and sliced loaf	+9.2	+4.2	+5.0	+26.9	+6.1	+17.9
Milk, fresh, per pint	+8.7	+10.0	—	—	−9.1	+70.0
Sugar, granulated, per lb	+4.1	+31.2	−13.9	+17.2	+184.3	−21.4
Food Index	+9.0	+11.5	+10.1	+20.2	+18.3	+25.4

Notes:
(1) Price quotations for home-produced butter were collected only from February 1973 onwards.
(2) Or Scottish equivalent.

Tuesday, 16 March

Fish prices

Mr. A. J. Beith (Berwick upon Tweed) asked when the inquiry into fish prices would be completed.

'I have now received the Price Commission's Report on Prices and Margins in the distribution of fish and I have arranged for publication to be put in hand shortly,' said Mrs. Williams.

Local price surveys

Mr. Giles Shaw (Pudsey) asked what steps are taken to publish the results of local price surveys so that shoppers can benefit from such surveys.

Mr. Maclennan said that the steps taken to publish the results of local price surveys varied from centre to centre but might include display boards, distribution of leaflets, and press releases to local papers and radio stations.

Small firms

Mr. Geoff Edge (Aldridge-Brownhills) wanted to know the number of manufacturing concerns with fewer than 100 employees and with fewer than 50 employees in the UK for each of the last 10 years.

Mr. MacKenzie gave the following table which relates to manufacturing units, that is, a factory or plant at a single site or address:

	Manufacturing units with 11-50 employees	Manufacturing units with 11-100 employees
1971	35,103	44,025
1972	36,631	45,942
1973	36,536	45,888

Units with 10 employees or less have been excluded from the table because the Business Statistics Office Register of Businesses, from which this material is drawn, is not reliable in the case of very small units; it is estimated, however, that there are about 50,000 such units.

Before 1971 information relating to size was not collected on a comparable basis. Information subsequent to 1973 is not yet available.

Tricentrol and Thistle field

Dr. John Cunningham (Whitehaven) inquired about progress being made with finance and participation negotiations in respect of Tricentrol's interest in the Thistle field.

Mr. Anthony Wedgwood Benn, Secretary of State for Energy replied: 'Following my predecessor's statement in the House on 30 April 1975 the Government and BNOC have today concluded a participation agreement with Tricentrol. The Government has also today successfully completed arrangements which will further facilitate the development of the important Thistle field in the North Sea. The Government has guaranteed a development loan of £60 million for Tricentrol Thistle Development Ltd., managed by N. M. Rothschild and Sons Ltd. and Barclays Merchant Bank Ltd. This loan is initially guaranteed under Section 42 of the Petroleum and Submarine Pipelines Act 1975. The guarantee runs until 31 December 1980, and if it is not called before then, it lapses. This guarantee may be released if certain conditions, chiefly the attainment of a satisfactory level of production, are met, and subsumes the earlier interim guarantees for bridging finance announced to the House. The Government will receive a fee payable in the form of a royalty on Tricentrol's original interest in production over the life of the Thistle field. The amount of the royalty will depend on the amount of guaranteed monies outstanding and the time during which they are outstanding. The minimum royalty payable, which has already been earned through the assumption of risk on the issue of the interim guarantees, is 5 per cent of the value of Tricentrol's original share of production over the life of the field. This 5 per cent can be taken in oil. The final calculation of the royalty to be paid to the Government will be performed when the guarantee is finally released: however 5 per cent royalty in cash or kind will be payable from the beginning of production. I am arranging to lay a statement before each House of Parliament in accordance with Section 42 (3) of the Petroleum and Submarine Pipelines Act.

'The Government and BNOC have concluded a participation agreement with Tricentrol which was also completed today. Through this Tricentrol, with the agreement of their partners in the field, will assign 51 per cent of their interest in the Thistle field and associated areas to BNOC, who will thereby obtain a seat and 51 per cent of Tricentrol's vote on the Thistle Unit and Halibut Operating Committees. BNOC will also have an option to take 51 per cent of Tricentrol's oil at market price at any time from the start of production. The Secretary of State's right to take royalty oil, both under the licence and under the guarantee arrangements is unaffected by the participation agreement.

'The Government's policy objectives are met by this guarantee and participation agreement.'

Wednesday, 17 March

Concorde services to USA

Mr. Terry Walker (Kingswood) asked for a statement on the latest situation concerning Concorde services to the USA.

Mr. Shore's reply is published on page 839.

Parliament continued

Spanish footwear

Stating that, in money terms, Spain is now the UK's second largest supplier of footwear and that Spain's tariffs on British footwear range from 16 per cent to 25 per cent, Sir Geoffrey de Freitas (Kettering) asked the Secretary of State for Trade for an assurance: 'that the present UK tariff concession will be withdrawn unless the Spanish Government reduces the rates against British footwear'.

Mr. Shore answered: 'Pending the conclusion of a new trade agreement between the EEC and Spain, the UK tariff on imports of most types of Spanish footwear has been kept at pre-accession rates, which are in general slightly lower than third country rates. I can assure my Hon. Friend that we are not prepared to continue indefinitely this or other tariff concessions without reciprocal concessions from Spain.'

Marine pilotage

Mr. Julian Ridsdale asked what policy changes the Government have in mind with regard to the issuing of pilotage certificates.

'To restrict pilotage certificates to Masters and Chief Officers, while enabling Pilotage Authorities to issue them to officers who demonstrate their familiarity with the port by examination,' said Mr. Clinton Davis. 'While a certificate holder would have to be fluent in the English language, there would be no automatic restriction to British subjects. Ships carrying officers with such certificates would meet a proportion of pilotage dues.'

Regional aid

Mr. Anthony Grant asked how many new jobs are expected to be created in each of the assisted and non-assisted areas in the next 12 months as a result of approved regional aid.

Mr. MacKenzie answered: 'Information is not available in precisely the form requested. Additional employment in manufacturing as a result of offers of selective financial assistance is expected to arise within four years from the offer being made; estimates of the number of jobs in the assisted areas of each region as a result of offers so far made are shown in the table below. In addition, employment is expected to arise from the letting of Government factories, from payment of regional development grants and residual payments under the Local Employment Acts. Regional aid is not available outside the assisted areas.'

Additional employment expected to arise in the assisted areas
Results of offers of assistance under Section 7 of the Industry Act

	1972/73	1973/74	1974/75	April/Dec. 1975
Scotland	2,596	16,124	14,706	12,463
Wales	1,675	10,970	11,991	5,109
North	3,240	14,600	9,020	6,079
North West	1,399	13,472	9,661	7,142
Yorks/Humberside	835	11,784	8,170	3,821
South West*	686	1,739	1,344	977
East Midlands*	397	1,466	1,734	1,903
West Midlands*	—	—	34	14

* Assisted areas only.

De-inking plant

Mr. Hugh Delargy asked if assistance would be provided under the Industry Act for the setting up of de-inking plants, in order to encourage the re-use of wastepaper and if steps would be taken to encourage the raising of the recovery rate of wastepaper in the UK to at least 33 per cent, in order to bring it more into line with other countries' performances.

Mr. Carmichael told him that a scheme of assistance is being prepared for the paper and board industry aimed at increasing its capacity to use waste paper and other indigenous raw materials. This would include assistance for de-inking plants.

Consumer Advice Centres

Mr. Giles Shaw (Pudsey) asked how many consumer advice centres are now open; how many more are planned; and how many staff are required to run these.

Mr. Williams replied: 'According to the latest information available to me, there are at present 75 consumer advice centres in operation with a total staff of about 250; 53 more (with an estimated total staff of about 180) are planned. Of the total, 49 projects will be receiving grant under the consumer advice grant scheme.'

The Price Code

Mr. Hal Miller (Bromsgrove and Redditch) asked how many firms in the various trading sectors came into each of the different categories established under the Price Code at its inception in November 1973, and subsequently in November 1974 and November 1975.

Mr. Maclennan gave the information as follows:

	November 1973	November 1974	November 1975
CATEGORY I			
Manufacture	100	126	135
Service	46	44	44
Total	146	170	179
CATEGORY II			
Manufacture	577	658	810
Service	201	294	422
Distribution	259	307	354
Total	1,037	1,259	1,586

Mr. Maclennan explained that these entries treat two or more different persons as a single person in the circumstances described in paragraph 2 of Schedule 3 to the Counter-Inflation Act 1973.

Enterprises in Category III were not required to register before 1975. At November 1975 some 2,600 manufacturers, 4,000 suppliers of services and 10,000 distributors had been recorded.

Mr. Miller asked how many price increases were pre-notified to the Price Commission; and how many profit margins were reported in Categories I and II in 1974 and 1975 in each of the trading sectors.

'Figures for calendar years are not available and could not be extracted without disproportionate expense,' said Mr. Maclennan. 'The figures for each year to the end of November are as follows:'

	1974	1975
Number of prenotifications		
Category I	2,931	3,395
Category II	7,128	4,590
Total	10,059	7,985
Number of profit margin returns		
Category I	2,409	1,666
Category II	6,678	5,567
Distributors	2,748	2,583
Total	11,835	10,116

Mr. Miller then asked: 'How many civil servants were engaged at 1 January 1974, 1 January 1975 and 1 January 1976, in the Price Commission in the the following activities: (a) checking pre-notified price increases, (b) checking reported profit margins, (c) checking whether firms have achieved total sales on the home market which render them liable to report or pre-notify and (d) checking whether firms not categorised are complying with the Price Code?'

Mr. Maclennan answered: 'The numbers of staff engaged on the four activities mentioned were 376, 500 and 532 at the dates referred to: it is not possible to apportion their time between each activity.'

'What was the cost in 1975 of operating the Price Code: (a) to the Price Commission and (b) to pre-notifying and reporting firms?' asked Mr. Miller.

Mr. Maclennan answered: 'Separate figures for the Price Commission's costs of operating the Price Code are not available, but a total of £3,694 million has been provided for all the Commission's work in 1975/1976. I have no information about the cost to firms.'

Potato prices

Mr. John Cartwright (Greenwich, Woolwich East) asked if the Secretary of State for Prices and Consumer Protection had received the first of the monthly reports requested from the Price Commission on distributor's margins in the potato trade.

Mrs. Williams' reply is published on page 845.

Petrol prices

Mr. Cartwright asked for a statement following discussions between the Secretary of State for Prices and Consumer Protection and the petrol companies.

Mr. Williams replied. His answer is published on page 845.

Thursday, 18 March

Milk – metric and imperial measures

Mr. Giles Shaw (Pudsey) asked if the Secretary of State for Prices and Consumer Protection intends to allow liquid milk for domestic use to be sold, after December 1979, in imperial quantities.

Mr. Williams answered: 'Based on the request from the dairy industry it is my intention to permit the present pint size bottle to be retained. Under the EEC Directive on pre-packaged liquids we shall also have to allow round metric sizes to be sold.'

Marking of bacon

Mr. Shaw asked if the decision to permit prepacked uncooked bacon from other countries to be marked 'imported' was in the best interests of consumers.

'I am satisfied that, in all the circumstances of this trade, the decision was the right one,' said Mr. Williams.

Organising Committee for British Shipbuilders

Mr. Neville Trotter asked how much time elapsed between the appointment of the chairman of the Organising Committee for British Shipbuilders and the appointment of further members of the committee.

Mr. Kaufman answered that Sir Anthony Griffin was appointed chairman of the Organising Committee for British Shipbuilders on 15 December 1975 and Mr. J. Graham Day was appointed a deputy chairman on the same day. Mr. K. J. Griffin was appointed a deputy chairman on 12 January 1976.

Committee for British Aerospace

Mr. Trotter asked how much time has elapsed since the appointment of the chairman of the Committee for British Aerospace and why there have been no further appointments to the committee.

Mr. Kaufman answered: 'The chairman was appointed on 5 December 1975. My Rt. Hon. Friend expects to make additional appointments shortly so that the Organising Committee can make further progress with preparations for vesting.'

Mr. Trotter also asked how many works have been visited to date by the Organising Committee for British Aerospace; and how many meetings it has held with employees.

'The Organising Committee has begun a programme of visits to factories, and by the end of the month at least six of these will have taken place,' said Mr. Kaufman. 'All include formal meetings with employees.'

BSC and Post Office

Mr. Tebbit asked for the annual profit or loss in current money terms of each of the nationalised industries under the responsibility of the Secretary of State for Industry.

Mr. Kaufman gave the following information:

£ million

	British Steel Corporation		Post Office	
Year	Profit	Loss	Profit	Loss
1970/71		10.4	20.5	
1971/72		68.0	36.1	
1972/73	2.8			64.1
1973/74	50.2			128.1
1974/75	72.6			306.7

1. Sources: Reports and Accounts of the BSC and the Post Office. All figures relate to profits/losses after taxation.
2. The figures are expressed in current money terms at the time of publication of the relevant Reports and Accounts.
3. Compensation for price restraint is excluded from the figures in the table. Compensation of £9.7 million was paid to the Post Office in respect of 1972/73; £123.6 million in respect of 1973/74; and £307.0 million in respect of 1974/75.

Outward Mission Scheme

Mr. Jonathan Aitken (Thanet East) asked if steps would be taken to ensure that the £250 travel subsidy offered by the British Overseas Trade Board to participants in export missions was not made available to any individual or company more than once.

Mr. Deakins answered: 'The objective of the BOTB's assistance to participants qualifying for support in missions abroad is to encourage visits by UK businessmen to overseas markets to explore the prospects for their goods or services and to reinforce their overseas marketing efforts. The amount of the assistance varies according to the destination of the mission. BOTB keeps the Outward Mission Scheme under review but there is no present intention to alter the scheme in the way suggested.'

Footwear

Mr. John Garrett (Norwich South) asked the rate of import duty imposed on British footwear imported into Spain; and the rate of import duty imposed on Spanish footwear imported into Great Britain.

Mr. Deakins gave the rates as follows:

Mr. Garrett asked which countries impose quotas on footwear imported from Great Britain.

Mr. Deakins told him that quotas on the import of footwear from Great Britain are imposed by Japan, Kenya, New Zealand, Panama, South Africa, Sweden and Tunisia.

Mr. Garrett asked if complaints have been received of the dumping of footwear from Argentina and Brazil, and what representations have been made to the governments of those countries.

Mr. Deakins said: 'My department is currently considering complaints that footwear from Brazil is subsidised and that footwear from Argentina is dumped and subsidised. Talks with the Brazilian Government will begin shortly. The allegations concerning Argentina are very recent and are being

The rates of import duty applicable to British footwear imported into Spain are set out in Table 1 below.

Full details of the United Kingdom rates of import duty on Spanish footwear are set out in Part 10K of the Customs and Excise Tariff (tariff headings 64.01 to 64.04 inclusive). For the main types of footwear imported from Spain the rates of import duty are set out in Table 2 below.

TABLE 1

Tariff heading	Description	Import duty
64.01	Footwear with outer soles and uppers of rubber or artificial plastic matterial:	
	A. Overshoes	16%
	B. Sandals and slippers	16%
	C. Half-boots and high boots	25%
	D. Other	16%
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material:	
	A. With uppers of skin, leather or composition leather, of a length of:	
	1. 23cm or more, for women and girls	35% (a)
	2. 23cm or more, for men and boys	35% (a)
	3. Less than 23cm, for infants	25.5% (b)
	B. Other:	
	1. With uppers of rubber or synthetic plastic	21.5%
	2. Slippers with uppers of cloth, felt or fabric	32%
	3. Shoes, high boots and ankle-boots, with uppers of textile materials	32%
	4. Canvas shoes with rubber soles	21.5%
	5. Footwear with uppers of other materials	25.5%
64.03	Footwear with outer soles of wood or cork:	
	A. With outer soles of wood or cork:	
	1. With uppers of leather, rubber or artifical plastic materials	19.5%
	2. With uppers of other materials	19.5%
	B. Footwear entirely of wood or cork	8%
64.04	Footwear with outer soles of other materials:	
	A. With uppers of leather, rubber or artificial plastic materials	25.5%
	B. With uppers of other materials	35%

(a) Subject to a minimum duty of 90 ptas. per kg.
(b) Subject to a minimum duty of 80 ptas. per kg.

TABLE 2

Tariff heading	Description	Import duty
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:	
	B. Not made to cover the ankle:	
	I. Of a length (front of sole to heel tip) exceeding 235mm	Whichever is the less of: (a) £0.0100 per pair plus 16%, or (b) £0.0500 per pair
	II. Other	Whichever is the less of: (a) £0.0080 per pair plus 16%, or (b) £0.0400 per pair
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artifical plastic material:	
	A. Footwear with uppers of leather:	
	II. Not containing more than 5% by weight of silk, of man-made fibres or of both together:	
	(a) Women's	Whichever is the less of: (a) 6.4% plus whichever is the greater of 1% or £0.0150 per pair, or (b) whichever is the greater of 5% or £0.0750 per pair
	(b) Men's	7.5%
	(c) Other	8.4%
	B. Other:	
	I. With outer soles of rubber or artificial plastic material:	
	(b) Not containing more than 5% by weight of silk, of man-made fibres, or of both together:	
	2. Not made to cover the ankle:	
	(aa) Of a length (front of sole to heel tip) exceeding 235mm	Whichever is the less of: (a) £0.0100 per pair plus 16% or (b) £0.0500 per pair
	(bb) Other	Whichever is the less of: (a) £0.0080 per pair plus 16%, or (b) £0.0400 per pair

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Issued by the Department of Trade

Cut out and keep for reference

urgently assessed within my department. We shall make an announcement as soon as possible.'

Export planning

Mr. Christopher Brocklebank-Fowler (North West Norfolk) asked the Secretary of State for Trade to list the geographical sections of his department specifying the individual countries covered by the section in both those parts of his department concerned with export development and planning in relation to special countries, and that concerned with general export, commerce and trade policy.

Mr. Deakins answered: 'Sections of the Department of Trade having responsibility for exports overall on a country basis are as follows:

Commercial Relations and Exports Division 2 – Countries of North, Central and South America and the Caribbean, Australasia, Africa (excluding North Africa);
Commercial Relations and Exports Division 3 – Countries of Western Europe, Cyprus, Iceland, Malta, Turkey;
Commercial Relations and Exports Division 4 – Countries of Eastern Europe. Countries of the Indian sub-continent, South East Asia and the Far East (the Exports to Japan Unit separately covers export promotion and development for that country);
Commercial Relations and Exports Division 5 – Countries of the Middle East, North Africa (including Sudan) and Afghanistan.

'Other sections of the Department of Trade concerned with overseas trade which are organised principally on a geographical basis include Fairs and Promotions Branch and Export Data Branch.'

Counter-cyclical steel stockpile

Mr. R. B. Cant (Stoke-on-Trent Central) asked if agreement has been reached with the EEC Commissioner for competition regarding the proposal to provide a fund of £70 million for a counter cyclical-steel stockpiling; and whether any finance has yet been made available to the British Steel Corporation.

'No opposition has been expressed by the EEC Commission,' said Mr. Kaufman. 'An initial payment has been made to the Corporation.'

Unctad IV

Mr. Nigel Spearing (Newham South) asked if the Secretary of State for Trade would meet the representatives of Commonwealth countries before their meeting at the Unctad Conference in Nairobi.

'I have no plans for a specific meeting to discuss Unctad IV,' said Mr. Shore, 'but in the course of the next few weeks I, together with other ministers of my department will be having meetings with representatives of several Commonwealth countries at which there will be an opportunity to discuss the forthcoming session of the conference. Also, I hope soon to discuss these questions with the Commonwealth Secretary-General.'

Friday, 19 March

Counter-cyclical steel stockpile

Information was requested by Mr. Cant for the periods ending November 1975 and February 1976, respectively, on the stocks of the main products of the British Steel Corporation held at their plants in England, Wales, and Scotland; and how much of these stocks fall in the counter-cyclical category for which the Chancellor of the Exchequer has made finance available to a limit of £70 million.

'The counter-cyclical steel stockpile omounted to some 150,000 product tonnes at end-February 1976,' said Mr. Kaufman. 'For commercial reasons it would not be appropriate to provide the information requested about BSC's ordinary working stock or more detailed information about counter-cyclical stock. Aggregate figures for steel stocks held by UK producers are published monthly by the Iron and Steel Statistics Bureau and by the Central Statistical Office.'

Asbestos dust

Mr. Greville Janner (Leicester West) asked for warnings to home handymen concerning the danger of inhaling asbestos dust while working with asbestos products and the need to seal them to prevent fibres flaking off and contaminating the home.

Mr. Williams replied: 'A voluntary scheme for labelling asbestos products with suitable warnings and for publicising precautions to be taken in their use has been developed by the Asbestos Research Council and the Asbestos Information Committee in consultation with my department and the Health and Safety Executive. Details will be announced shortly.'

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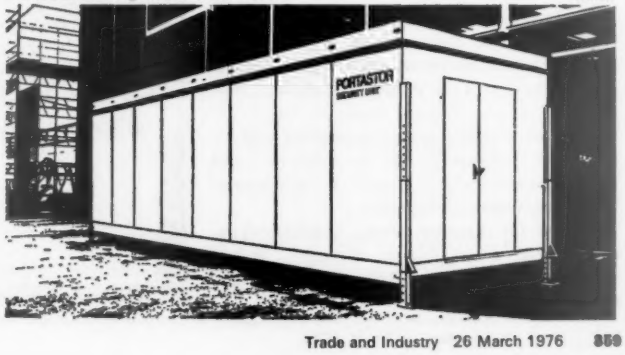

BOTB British Overseas Trade Board

Anglo-Venezuelan electrical conference – Caracas 1976

The British Electrical and Allied Manufacturers' Association Ltd. in joint sponsorship with Caveinel, the Venezuelan electrical chamber representing the power generation group of authorities with the support of the BOTB, recently held a technical conference in Venezuela at the Caracas Hilton Hotel. A total of 14 companies from the UK presented papers and six were presented from the Venezuelan power utilities.

The conference was opened by Dr. Casal, the Venezuelan Minister of Development, Lord Nelson of Stafford who led the Beama delegation and Dr. Martin Ayala, the President of Caveinel, the joint sponsors.

An average of well over 100 engineers registered for each individual paper and nearly 3,000 Venezuelan engineers, contractors and consultants attended.

Papers were of a high standard and were presented by summarised audio visual backup which enabled sufficient time to be allocated to question and answer sessions.

Mr. R. Peddie, executive board member of the Central Electricity Generating Board gave the opening paper from the UK entitled 'Current Practice'. This particular presentation was outstanding and set the scene for the remainder of the conference.

All sides agreed that the conference had been an outstanding success – the Venezuelan spokesman, Sr. Ivan Izquierdo, chief of planning of Cadafe, the major public power utility, was quoted as saying 'The Beama conference was the most positive event that had taken place in the Venezuelan power industry for over 20 years.'

Led by Lord Nelson, the Beama delegation was 34-strong including the support mission members all of whom expressed themselves well satisfied with the event. Companies taking part included Rolls-Royce (1971) Ltd., BICC Ltd., GEC, Reyrolle Parsons, Hawker Siddeley, Ferranti, Amalgamated Power Engineering, etc.

British Embassy's staff in Caracas gave excellent support, particularly with the preconference administration and the distribution of papers before the conference.

Beama members follow up activities include an inward mission proposal later this year together with specific technical training plans for Venezuelan companies.

North-east firms in export dynamics conference

A visit to the north-east was made by Sir Frederick Catherwood, chairman of BOTB on 24 and 25 March in a major campaign aimed at helping northern exporters to boost overseas sales.

During the first day, Sir Frederick, accompanied by Sir James Steel, Lord Lieutenant of Tyne and Wear, visited the Wear Glass Works of Corning Ltd., Sunderland; C. A. Parsons and Co. Ltd., Newcastle, and the Dunlop Hydraulic Hose Division, Gateshead.

Another team, led by BOTB member Mr. J. W. Buckley and Mr. S. D. Wilks, chief executive, toured the works of Hugh Mackay and Co. Ltd., Durham, and Celluware Ltd., Consett. Ail these companies have had considerable experience in selling abroad.

On the second day, an export conference entitled 'Export Dynamics', chaired by Sir Frederick, was held at the Gosforth Park Hotel before an invited audience of representatives of management and the shop floor.

The conference was also addressed by Eric Deakins, Parliamentary Under-Secretary of State for Trade.

Seminar on Australian market for British food

Selling British food and drinks to Australia will be the theme of a seminar organised by the British Food Export Council at the World Trade Centre on Wednesday, 28 April.

Up to date information on market opportunities in Australia will be available during the seminar. There will be speakers present with long experience in the promotion of foodstuffs abroad, and of particular interest will be the reports of a nine-man trade mission which visited Australia on 16-26 March under the auspices of the BOTB and the British Food Export Council.

Main topics of the seminar will include a general survey of the Australian market, and a review of the grocery trade in Australia. Studies of product group potentials will be discussed followed by a question and answer session with a panel of experienced British exporters to Australia.

Tickets for the seminar are available from the British Food Export Council, World Trade Centre, Europe House, East Smithfield, London E1 9AA.

At a world trade institute conference 'Trading in the EEC and Efta' are (left to right) Mr. T. Coram, director of export marketing research, BOTB, Mr. B. A. Reed, chairman of the event and chairman of Austin Reed, and a member of the BOTB's European trade committee and Mrs. E. Scriven, assistant director export services division, BOTB. The aim of the event was to examine methods of researching EEC and Efta markets and the support offered by the services of the BOTB. The conference was attended by over 40 export directors, managers and executives of British firms concerned with expanding sales into EEC and Efta countries. The list of speakers also included Mr. D. N. Royce, Under-Secretary of export development division, BOTB.

Visits by British Overseas Commercial Officers

The following Overseas Commercial Officers are expected to be in this country shortly, when they will be available for discussions.

German Democratic Republic
L. P. Lockton, First Secretary (Commercial) in East Berlin since June 1975.
Available: June 1976.

Germany, Federal Republic of
A. S. Cuthbert, Consul (Commercial) in Frankfurt since July 1974.
Available: July 1976.

Spain
R. F. W. Skilbeck, First Secretary (Commercial) in Madrid since June 1974.
Available: June 1976

Zambia
R. G. Bartley, First Secretary (Commercial) in Lusaka since February 1975.
Available: July 1976.

British firms and organisations, other than those in Northern Ireland, Scotland, Wales and in the areas covered by the Department of Trade Offices for the Eastern Region and the London and South Eastern Region, who wish to meet the officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Industry Regional Director (Exports) stating the nature of the problems and commodities involved. Those firms and organisations in the London-based regions mentioned above (together with those in other regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Overseas Visitors Bureau, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms and organisations who wish to meet the officers in Northern Ireland, Wales and Scotland should contact the Export Branch of the Department of Commerce, Belfast, Welsh Office, Cardiff and the Scottish Office, Glasgow.

Because Commercial Officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all Overseas Commercial Officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the Regional Offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce Belfast, can also help.

Pleasure boats at Tokyo

For the second year running the BOTB is supporting a joint venture group at the Tokyo International Boat Show to be held from 1-5 April. The group of 13 British firms is sponsored by the Ship and Boat Builders' National Federation.

British pleasure boats, yachts and accessories have high standing in the Japanese market and are competitively priced. Exhibits on the British stands will include dinghies, buoyancy aids, waterproof clothing, deck and cabin hardware and a range of generating sets for marine use and a small engine.

An indication that British boat builders and equipment manufacturers are taking the Japanese market seriously on a long term basis is that a trade mission, representing 18 companies backed by the BOTB and sponsored by the SBBNF, has been arranged to coincide with the exhibition. After the show, the mission will go to Hong Kong and Singapore to promote their products.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

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Exhibitions and Fairs

Vote of confidence in the British boat industry

From R. H. House, British Embassy, Stockholm: Neither the wintry economic climate nor the snow on the ground could dampen the enthusiasm of the boat enthusiasts who flocked to the St. Erik's exhibition centre in Stockholm for the annual boat show. A record total of 130,000 (5,000 more than in 1975) visited the show, which was held between 27 February and 7 March. What is more, they were in a buying mood.

On the joint venture stand (which was sponsored by the Ship and Boat Builders' National Federation) sales totalled £560,000, and far exceeded exhibitors' expectations. Further business worth over £1 million is expected, a resounding vote of confidence in the British boat building industry by the quality- and price-conscious Swedes.

Fierce competition

This success was achieved in spite of fierce competition. A total of 624 companies from 21 countries were either represented or themselves exhibited on 302 stands in the two halls and overflowed into the outdoor part of the exhibition ground. A net area of over 17,000m² was used. The British joint venture, which occupied an area of 964m² and involved 13 companies, was split into two parts, as the sailing boat and motor boat sections of the exhibition were separated.

King Carl Gustaf, a keen sailor, made a special visit to both parts of the British stand when he toured the exhibition, showing particular interest in the Westerly Marine Renown sailing boat and the Moonraker motor boat. The Moonraker was an unexpected but most welcome late entry on the motor boat stand. Towering above the other motor boats nearby, it was one of the sensations of the exhibition: every day the appointments diary for visits quickly stretched to four or five hours in length.

All the British joint-venture companies were happy with their success at the show. Cobramold had to stop taking orders three days before the exhibition ended. Moonraker and Birchwood together took deposits for boats valued at £167,000 and estimated that further valuable orders would be forthcoming. Westerly, which established a Swedish sales office in Gothenburg last year, is rapidly increasing its sales in the Swedish market: the Renown exhibited at Stockholm was sold off the stand and the company expects to sell a total of 50 boats in Sweden this year.

British products were also well represented on other stands. Particularly worthy of note was the new motor cruiser built by Albin Marin, Sweden's largest boat builder. This boat is fitted with a Perkins six-cylinder H6.354 M diesel engine, and generated great interest. The increased attractiveness of diesel fuel prices over petrol leads Albin and Perkins to believe that substantial sales will be achieved.

The identification of Sweden as a priority market for pleasure boats by the British industry and by the Official Trade Promotion Services seems amply justified by customer reaction at the Stockholm Boat Show. The attractiveness of the British designs and rapidly rising Swedish production costs represents a very promising combination of factors. Certainly the British boat builders who were at the show are determined to take a steadily increasing share of this large and expanding market where, at the latest estimate, there are eight pleasure boats for every 100 people.

Growing building-trade market in Singapore

South East Asia's first international exhibition of building materials, Sibex '76, was held at the Hyatt Hotel in Singapore from 3 to 6 March. Some 120 firms from 14 countries were represented and exhibited a wide range of products.

Australia, Indonesia and Britain participated in the exhibition on a government sponsored basis whilst firms from other countries such as West Germany, France, Italy, Sweden, Switzerland, the United States, Korea and New Zealand, exhibited as individuals. Australian firms comprised the largest single group with 34 countries represented whilst the British group comprised 20 stands.

British participation at Sibex '76 was sponsored as a joint venture between the BOTB and the Building Centre Group. The products on show included industrial floor cleaning machines (Cimex Ltd.), building products, electrical equipment and engineering components (Delta Group), compression fittings (Conex-Sanbra), concrete grinders (Errut Products), adhesives and sealants (Evode (Export) Ltd.), wash basins and

King Carl Gustaf of Sweden visits the British Sailboat Stand at the Stockholm Boat Show. Mr. R. B. House of the British Embassy (right) introduces the King to Mr. R. Pearce (second from right) on the Westerly Marine Construction Ltd. stand.

vanity units, commercial and institutional catering equipment (Glynwed Ltd.), lighting fittings (H. H. Electrical), bathroom equipment (Ideal Standard), tiles (H. and R. Johnson Richards), cement fondu (Lafarge), hand tools (Record Ridgway Tools), flexible stainless flue linings (Rite-Vent Ltd.), mortar plasticisers (Sealocrete Exports), metallised wall coverings and wall panels (Statex Ltd.), submersible pumps (Sumo Pumps), an eye catching range of carpets (Tomkinsons (Holdings) Ltd.), building systems, lifts and hoists (Torvale Holdings), sanitary wares and bathroom accessories (Twyfords), and fire-resisting shutter doots (Bolton Gate).

Sibex '76 was organised by Industrial and Scientific Conference Management (ISCM) of the United States. In a message to participants and potential visitors, Mr. Milton S. Kiver, president of ISCM mentioned that Singapore was particularly suitable as a venue for the conference because of the government's total commitment to urban development and its favourable geographical location giving access to neighbouring countries, each with considerable development potential and together comprising a multi-million dollar market for the building trade; a market which will continue to grow over the next several decades.

British exhibitors considered their participation as well worthwhile. Some took orders (one firm sold all of its display material directly from its stand) with the prospects of more to come. Others saw their presence more as a shop window to support the activities of their local agent. Yet others saw the occasion as an opportunity to present their products in a selling situation to potential agents. And most felt that the contacts made at Sibex '76 well justified the effort and expense involved in participating.

British manufacturers occupy one-seventh of Detroit engineering show

In a convincing demonstration of confidence in their ability to supply quality components at competitive prices to the giant US auto industry, 21 British companies appeared at the Society of Automotive Engineers Annual Congress and Exposition in Detroit's Cobo Hall last month. They were participating in the seventh consecutive joint venture under the sponsorship of the Department of Trade and the Society of Motor Manufacturers and Traders.

Although the show was reduced in size from the previous year by roughly one-eighth, the official attendance count of 21,200 was slightly above the 1975 figure. The British exhibitors' stands occupied 4,700 ft², or roughly 14 per cent of the total net exhibit area and outweighed the total space occupied by the official Japanese and Swedish exhibits by six to one. During the entire week there was a series of well-attended technical sessions at which 20 British engineers either presented papers or took part in group discussions on major trends currently affecting automotive engineering.

Member companies of the GKN Group, early pioneers in the US automotive market, have been constant exhibitors since the first joint venture seven years ago and this year their companies occupied an impressive 80 ft long block of stands. Mr. F. W. Baldrey, deputy chairman GKN Forgings, said that the companies' role at the exhibition was now similar to that of domestic household-name exhibitors – keeping the corporate name before existing and potential customers and exhibiting a continuing and lively interest in this important market.

On the 1,600 ft² island stand occupied by seven member companies of Lucas Industries Ltd., the undoubted centre of attraction was an electric taxi with purpose-built glassfibre body having a top speed of 60 miles an hour and a range of 100 miles per charge. During the entire four days of the show another Lucas electric vehicle, capable of carrying 10 adults, afforded journalists and other interested parties an opportunity to sample its smooth and silent ride and impressive acceleration in downtown Detroit traffic.

Mr. Walter Waller, director of group marketing services, reporting a higher level of activity on the Lucas stand than at any previous SAE show, said that the US automobile industry was in a recovery mood and that demonstrations in connection with the electric vehicle programme would be continuing during the week following the show. He said that Lucas has been exhibiting at this event for the past five years, would certainly be back next year and probably for many years to come.

Airscrew Howden Ltd., appearing in Detroit for the second consecutive year, exhibited a range of air-moving equipment including mixed flow and axial fans developed specifically for truck and off-road vehicle applications, and Mr. J. R. Baxter, while expressing satisfaction with the quality of the inquiries received, said that there was significantly heightened interest in the company's products after the technical paper on 'Advances in Automotive Cooling Systems' given by the company's R and D manager, Mr. S. P. Hawes.

The three main items on display at Associated Engineering Developments Ltd.'s stand were components including a prototype piston of nitrasil (the company's silicon nitride ceramic material), multi-channel telemetry systems and the 'Econocruise' speed control unit. Mr. T. J. Dalton said that all had been the subject of considerable interest and an officer of the company would be returning to the United States in the near future for discussions with a major US manufacturer interested in marketing the 'Econocruise'.

Spirits were naturally high on the stands of two members of the Duport Group, Burman and Sons Ltd. and Duport Foundries Ltd., since the news had only recently broken of the former company's securing a multi-million dollar contract to furnish rack and pinion steering gear assemblies for the new Chrysler front-wheel-drive subcompact due for volume production in the USA in 1977. Mr. F. R. Loader, chairman and managing director, said that the business had been secured in the face of fierce competition, that a significant factor was his company's good supply and delivery record and an excellent industrial relations situation, adding that they are in the process of establishing a technical sales and warehousing facility in the US mid-west to service the Chrysler account.

It was Guyson Ltd.'s second appearance at SAE Detroit to demonstrate their bead blasting machines which have particular application in the engine-rebuilding business, and Mr. J. Robertson, vice president, Guyson International, reported that while traffic appeared lighter than a year ago, inquiries were more serious, US companies were now ready to spend money on capital equipment and four machines were sold during the show.

Mr. A. G. J. Dadswell, managing director of P. Hewins Ltd., a newcomer to the show,

Mr. Bruce Woodall (centre) Director of Jetstream Agricultural Machinery (UK) Ltd. of Cheltenham, Gloucester and Mr. Peter Wood (right) demonstrating to a French visitor their ground driven crop sprayer during the International Agricultural and the International Agricultural Machinery Exhibition in Paris from 7-14 March. BOTB sponsored 35 firms in joint ventures at the shows.

said that his company was in Detroit to find out where its products fitted into the US automotive scene. His company was exhibiting examples of shell moulded iron and non-ferrous castings as well as plastic injection moulded automotive components, and in order to provide the personal service with which it backs its products in Britain, the company was in the process of appointing an agent in the United States.

The other first-time exhibitor was the Institution of Mechanical Engineers whose Dr. R. Bilboul said that the show afforded an opportunity to make direct contact with users of the Institute's publications. Seventeen librarians had visited the stand on one day, the publications displayed exactly matched the type of visitor to the show and the Institution will certainly be back in Detroit in 1977.

The Wilmot Breeden exhibit displayed a wide range of automotive door and window mechanisms as well as engine cooling fans and Mr. John James, vice president sales of Wilmot Breeden International, reported far greater interest in his firm's products than had been shown during the two previous years' participation in the joint venture. He attributed this partly to the need for small-car fuel economy in the United States and partly to his company's demonstration of its serious interest in this market by the establishment of an engineering and sales office and warehouse facility at Ann Arbor, Michigan, in the heart of the US automotive industry.

From the presence each succeeding year of an increasingly high percentage of British 'repeaters' and the close relationship between them and the Society of Motor Manufacturers and Traders, there has evolved among the British contingent at this show an atmosphere akin to that of an annual reunion. It is to be hoped that US interest in the technology involved in securing fuel economy through improved engine design and lighter vehicles, already reflected in business secured by British component manufacturers, will combine to encourage increased participation in our annual joint venture at this important event.

Algiers international trade fair 1–17 October

The thirteenth Algiers International Trade Fair will be held from 1-17 October 1976. A British Pavilion will be organised at this event by the British Overseas Trade Board provided there is sufficient response from industry.

Algeria is an ambitious country, whose aim is to provide, through the State Organisations, an economic management capable of securing diversification and strengthening of the economic base through planned development. The consequence of these intentions is a rapid industrial growth away from dependence on oil and gas and an improvement in industrial knowledge.

In recent years Algeria has been an expanding market for British exports, due both to the demands created by the 1970-73 and 1974-77 Development Plans and Algeria's desire to diversify her sources of supply. Although the recent rate of growth in British exports has declined, and Algeria is experiencing a shortfall in anticipated oil and gas revenues, there remain significant opportunities for UK industry. The areas which offer particular attraction for British goods are food processing, mechanical equipment, textile machinery, machine and handtools, medical and scientific equipment, educational equipment, agricultural and irrigation equipment.

Algeria is not an easy market in which to do business and much patience and determination is needed to succeed. In a country where senior management faces considerable pressures on its time the International Trade Fair offers a valuable opportunity to establish the personal contact which is so essential to doing business, and representation at the Fair is taken as a sign of serious interest in the market. Negotiations may take many months to complete, and a knowledge of the French language is essential, but experience has shown that those who have successfully completed contracts in the past find favour for repeat orders.

Because of the special nature of the Algerian market it is strongly recommended that those considering exhibiting – particularly those doing so for the first time – discuss with the Commercial Relations and Exports, Division 5, of the Department of Trade (tel. 01-215 5358/5225) the local conditions and business methods.

For further information and details and costs of the support offered by the BOTB to companies wishing to exhibit at the Fair and an application form for space, please contact G. A. Casburn, Fairs and Promotions Branch, BOTB, Room 115, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 602.

Record number of British exhibitors at Frankfurt

From R. S. Holmes, Vice-consul (Commercial), Frankfurt: At the recent Frankfurt International Fair and Trade Fair for musical instruments the United Kingdom, with a contingent of 153 firms, was easily the largest foreign exhibitor. In all 3,239 exhibitors took part in this bi-annual event held from 22-26 February at the Frankfurt exhibition grounds.

There were some 90,000 trade buyers (12 per cent more than in 1975) from 90 countries. A good 20 per cent of the trade visitors came from abroad, mostly from the EEC, led by buyers from the Netherlands, France and Switzerland.

On a total area of 112,000m² exhibitors displayed wide ranges of pianos and musical instruments, pottery, glassware, silver, cutlery and metal goods, gifts and fancy goods, jewellery, clocks and watches, stationery and office supplies, home furnishing accessories, occasional furniture and lighting fixtures, shop window and display equipment, smokers' requisites, and toiletries.

The UK exhibitors, of whom 135 participated in eight different joint-venture groups, were sponsored jointly by the BOTB and trade associations.

The most successful, in terms of volume and value or orders taken, were the 15 exhibitors of pianos, grand pianos, harpsichords and piano actions who between them booked orders in excess of £1,300,000 as compared with £1m last year.

The British ceramics industry was once again strongly represented with 16 leading firms showing fine bone china, porcelain and earthenware. Substantial orders were booked and new contacts made. Two firms alone accounted for orders totalling £380,000.

Although the mood in all commodity sectors, prior to the fair, was one of cautious optimism, the overall results achieved by all exhibitors clearly indicated a turning point in the economic climate. The majority of the British exhibitors were delighted with the volume of business obtained and claim that the Frankfurt Fair is one they cannot afford to miss.

The next Frankfurt International Fair will take place from 29 August-1 September 1976.

Advanced British microfilm technology to be shown in Chicago

The British Overseas Trade Board in association with the Business Equipment Trade Association, will be supporting seven British companies at the National Microfilm Association 25th annual conference and exposition in Chicago on 27-30 April.

Microfilm products to be exhibited by the British group will range from a large computer controlled laser/display plotter, not previously shown in the USA, to a portable projection unit which can be powered from a car battery.

A highly specialised event, the NMA is held annually at different centres in the USA. It has a long-established reputation as an important venue for users and manufacturers for the exchange of ideas and information concerning advanced microfilm technology.

Missions and Tours

Leicester mission for Saudi Arabia and Iraq

A trade mission sponsored by the BOTB and organised by the Leicester and County Chamber of Commerce and Industry left on Friday, 19 March for a two-week visit to Saudi Arabia and Iraq. This is the first time that the chamber, whose missions abroad have resulted in export business worth in excess of £23 million, has visited these two countries.

There are a total of 10 companies represented on the mission, and the products range from custom-built generators and woodworking machines to industrial chemicals and textile printing machines.

'About half the companies represented', said Alan Green, the chamber's deputy secretary, who is travelling with the mission, 'are already established in one or both of these markets. Others will be making their first visit, exploring the potential, and hoping to find outlets in these very important markets.'

The leader of the mission is Edward Chapman, a director of Chloride Gent Ltd., Leicester, who have equipped the Port of Jedda with a fire protection system, and only recently supplied the Port with additional equipment. While in Saudi the mission will be based in Jedda, but a number of members will also be visiting the eastern province.

Jewellery and giftware promoted in South Africa

A trade mission arranged by the British Jewellery and Giftware Federation and sponsored by the British Overseas Trade Board left the UK on Saturday, 20 March for a two-week visit to South Africa. The 13 companies represented on the mission will be promoting a variety of products, including cufflinks, gold and silver jewellery, bath salts, pepper mills, spice racks, decanters and goblets.

The mission is being led by John McConnell from the British Jewellery and Giftware Federation, who said: 'I am confident that, after a fortnight's work in South Africa, many of the companies will be able to return with new business contacts, closer ties with those previously established and, most important, substantial export orders.'

The mission will visit Johannesburg, Cape Town and Durban, returning to this country on Sunday, 4 April.

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European Community News

Investment Bank limits external lending

A limit of 800 million units of account was set on the bank's new lending agreements outside the community for 1976-80 by the board of governors of the European Investment Bank on 15 March.

The limit is additional to existing commitments for Lomé, Maghreb, Malta, and emergency aid to Portugal.

The meeting of governors, chaired by Denis Healey, Chancellor of the Exchequer, agreed firm guidelines for the bank's future external lending policy with the proviso that the scope for external lending during 1976-80 would be re-appraised in the light of any new factors.

Estimates given to the meeting by M. le Portz (president of the EIB) showed that literal observance of the 1979-80 target for the next capital increase would mean that the amount available for lending within the community would grow at a rate of less than 7.5 per cent per annum.

As part of their decision the governors agreed that bank resources should be so measured as to ensure that in real terms it maintains, and wherever possible expands, the bank's operations within the community.

BSC Ebbw Vale works to receive £1.25m loan

George Thomson, member of the commission for regional affairs, announced a new loan in favour of BSC for £1.25 million during an official tour of South Wales on 15 March.

The loan is given to BSC's organic coating line at Tafarnaubach, Ebbw Vale and it was agreed that with the resulting creation of new jobs, priority would be given to the re-employment of former BSC Ebbw Vale employees. Made under Article 56 of the European coal and steel treaty, which provides for redevelopment and modernisation, the loan will be at a low rate of interest.

George Thomson accompanied by Alec Jones, Under-Secretary of State for Wales, and the Lord Mayor of Cardiff officially opened the commission's new information bureau in Cardiff. It is hoped that the second will be opened in Edinburgh during the summer.

The representative of the Commission of the European Communities Office for Wales is Mr. J. Gwyn Morgan, PO Box 15, 4 Cathedral Road, Cardiff CF1 1WF.

European Investment Bank £17.2m loan for chemical plant in Ireland

A loan equivalent to £17.2 million (29.9 million units of account) has been granted by the European Investment Bank, the EEC's long-term finance institution, to Nitrigin Eireann Teoranta for construction of a chemical plant at Marino Point near Cork, which will produce ammonia and urea for agricultural uses. The terms of the loan are eight years with an interest rate of 9 per cent.

The plant will be one of the largest of its kind in the world with an annual production capacity of 435,000 tons of ammonia and 310,000 tons of urea, a fertiliser with a high nitrogen content derived from ammonia.

Natural gas from the Kinsale Head field discovered three years ago off the coast of Ireland, 30 miles south of Cork, will be used as the feedstock for the ammonia production. The plant is due to come on stream in 1978 at a total cost (fixed investments) estimated at about £62 million.

Most of the plant's output is destined for use on Irish farms and will help to improve agricultural production, thus contributing to one of the country's main economic resources. Nearly a quarter of Ireland's working population is engaged in farming and 40 per cent of industrial workers are employed in businesses associated with agriculture.

Including this latest loan, the EIB has provided finance totalling £75.1 million in Ireland, since the country's membership of the EEC.

Agreement for loans to Italy and Ireland

The EEC Council of Finance Ministers meeting on 15 March adopted three decisions on the raising of loans under the joint community borrowing scheme for Italy and Ireland $1,000 million and $300 million, respectively) and on the economic policy conditions to be observed by these member states.

The integrated package of proposed lending includes four separate operations for the issue of a combination of public bond issues and private placings with banking syndicates. Two of these operations will provide a total amount of $800 million and one will be for DM500 million (all at fixed rates of interest). The fourth will provide for $300 million at a variable rate.

The loans will vary in length but will last on average more than five years.

Economic policy guidelines adjusted

Agreement was reached on the adjustment of economic policy guidelines for 1976 following the EEC Finance Minister's first quarterly examination of the economic situation in the community for 1976.

The council approved the analysis of the economic situation set out by the commission which argued that there were distinct signs of an upturn in the economy, despite some negative elements, in particular the persistence of unemployment and a need to consolidate the recovery without generating new pressures. The main task for member states was to underpin the upturn and to make further progress in combating inflation.

Madagascar – EEC preference eliminated

From 1 January 1976 full customs duties have been imposed on all goods entering Madagascar, thereby eliminating the tariff preference previously shown to the original EEC member states. These measures do not affect rates of duty on goods originating in the United Kingdom. Inquiries: Overseas Tariffs and Regulation Section, Department of Trade, tel. 01-248 5757, ext. 471/472/473/462.

Common principles adopted for community railways

During 1977 the council of transport ministers is scheduled to adopt commission proposals for common principles to govern the accounting systems and annual accounts of all national community railway undertakings.

The preparatory procedures were laid down in a council decision of 20 May 1975 and British Rail, with its sister undertakings in the nine, is asked to conform with these by the beginning of next year.

The immediate object is transparency, or clarity, in the financial relations between states and railways with the aim, in the 1980s, of attaining an overall financial balance in the undertakings, that is, with receipts matching expenditure. For, as a 1974 report of the European parliament's regional policy and transport committee notes, 'Now that customs barriers have been removed transport costs play much the same role in international trade as customs duties'. The ultimate aim is to integrate community transport properly into the common market.

As a first step in the field of rail transport the council decided that each railway enterprise must have sufficient autonomy to attain commercial freedom in matters of direction, management, administration and accountancy. Thus its capital, its budget and its accounting must be separate from those of the state. (Because of the special status of its railways, Denmark has been allowed a more flexible procedure as regards accounting.)

Railways must aim to be run on an economic basis but, taking account of their public obligations the state may give financial help in the form of guarantees, interest free loans or direct grants, clearly intended to increase the assets of the undertaking. But such grants must not constitute deficit financing.

Under other regulations the railways will continue to be entitled to compensation for the running of obligatory uneconomic public services and to receive financial aid, for example, for infrastructure costs and research. Any deficit subsidy a state may wish to make must be shown in the accounts specifically and distinct from other financial aid, but the implication is that such subsidies should eventually be phased out. Meantime, deficit subsidies should be recognised as a commercial charge against the state for continuing to run uneconomic services for social or political reasons decided by the state.

Before 1 January 1979 the commission will submit a report on long-term measures to be taken to promote partial or total integration of railway undertakings at community level. Meanwhile, the commission will report every two years to the council on the implementation by member states of the decision and of relevant regulations.

The situation remains flexible and it will be a long time yet before, in the light of experience and after appropriate consultation, the commission will be in a position to propose reforms to the structure of railway undertakings. To achieve a real transparency in railway accounting is a first small step and may well take longer than expected.

The ICL 2903 computer – Europe's top-selling computer with 1,250 orders in less than three years – has now won its largest single contract worth over £1 million. The order is for 18 systems and comes from the Bauer group of publishers in Federal Germany, who now join the long list of firms from 30 countries who have switched to this small but powerful computer.

This summer's apple imports to EEC

Having regard to the market situation for apples in the community following a heavy crop the commission has had discussions with five Southern Hemisphere apple exporting countries (South Africa, New Zealand, Australia, Argentina and Chile) with a view to enabling them to export to the community whilst at the same time not disturbing the community market.

The commission and these countries have recently agreed on the phasing of their exports to the community during April to June this year, when supplies at about 240,000 tonnes are expected to be of the same order as in 1974.

Women and the European community

A symposium on women and the community was held in Brussels on 12-13 March by the European Commission. About 100 women prominent in public life were invited to attend, including members of governments, the European parliament and the economic and social committee, trade unions, politicians and women in the arts and sciences.

The aim of the symposium was to appraise the results of a survey carried out in all nine community countries in 1975 – International Women's Year – to learn more about the attitudes of men and women to certain social issues: the status of women, female employment, priorities for social reform, and participation in social and political life.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of *Trade and Industry*.
For this week's additional news, turn to the following pages:

Parliament

EEC and export credits	852
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Exhibitions and Fairs

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New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Milk and milk products. Regulation (EEC) 518/76 concerning the application of the lowest rate of refund on exports of milk products and repealing Regulation (EEC) 2188/74 (*Official Journal* L61, 9 March 1976).

Regulation (EEC) 541/76 amending Regulation (EEC) 1105/68 on detailed rules for granting aid for skimmed milk for use as feed (*Official Journal* L64, 12 March 1976).

Cattle, beef and veal. Regulation (EEC) 532/76 amending Regulation (EEC) 218/73 on the calculation of the import price and the special import price for calves and adult bovine animals. The second sentence of Article 6 of Regulation (EEC) 218/73 is hereby amended to read as follows:

'However, should circumstances so require, the import price may be fixed on another day.'

(*Official Journal* L63, 11 March 1976).

Commercial policy: textile imports

The *Official Journal* L59, 6 March 1976, contains the text of Regulation (EEC) 495/76 concerning import arrangements for certain textile products originating in Hong Kong.

Further information: Department of Industry, Chemicals and Textiles Division, Millbank Tower, London SW1P 4QU, tel. 01-211 4113.

Imports from non-member states

Live sheep, mutton and lamb. The *Official Journal* L61, 9 March 1976, contains the text of Decision 76/279/EEC authorising France to apply protective measures to live sheep falling within subheading 01.04 A I b) of the Common Customs Tariff and mutton and lamb falling within subheading 02.01 A ex IV of the Common Customs Tariff, originating in third countries and in free circulation in the other member states.

Electric motors. The *Official Journal* L64, 12 March 1976, contains the text of Decision 76/295/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to electric motors falling within heading ex 85.01 of the Common Customs Tariff, originating in Czechoslovakia and put into free circulation in the other member states.

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

OTAR helps exporters to EEC

If you export to EEC countries OTAR handouts on the following subjects may interest you:

- Circulation certificates
- Documentation – transit certificates
- Invoicing requirements
- Temporary suspensions of duty
- Preferential trading arrangements between third countries and the community
- Labelling of products

Copies of these and other handouts can be obtained free of charge from the Department of Trade's OTAR section. OTAR helps exporters needing information about the tariff and other requirements of all overseas countries.

Telephone or write to:

Overseas Tariffs and Regulations Section (OTAR)
Export Services and Promotions Division
Department of Trade
Export House
50 Ludgate Hill
London EC4M 7HU
Tel. 01-248 5757, ext. 408/439/482
(EEC general inquiries)

Petrochemicals complex in southern Italy to receive 16,000m lire loan

A loan equivalent to 16,000 million lire (20 million units of account) has been provided by the European Investment Bank for extension of the ANIC SpA petrochemicals complex at Manfredonia (Apulia) in the south of Italy.

The loan has been granted to the parent group, ENI – Ente Nazionale Idrocarburi – for eight years at an interest rate of 9 per cent.

The project involves the installation of plant to increase ammonia output and a new unit for production of urea, both these products for use in the manufacture of fertilisers. The total cost of the works is estimated at about 45,000 million lire.

Strengthening the ANIC complex is of much importance to the region as it forms a key factor in the development of the industrial zone at Manfredonia. About 100 new jobs will be directly created by the project.

Greece: duty reductions

Trade and Industry, 5 March 1976, referred to the EEC/Greece Association Agreement under which Greece is eliminating the difference between the duties charged on products from the six original member states and those from the new members (United Kingdom, Denmark and the Irish Republic) of the community. The notice referred to the reduction by Greece of duties on 1 January 1976 applicable to United Kingdom products as being based on the duties charged at 1 July 1975 on goods from the six original member states. This is not so, for, in accordance with the 22-year schedule under the EEC/Greece Association Agreement, Greece further reduced, during November 1975, duties applicable to products from the original member states and it is the lower rate which is to be used when calculating the duties chargeable from 1 January 1976, on imports into Greece from the new member countries.

Inquiries: Overseas Tariffs and Regulations Section, Department of Trade, tel. 01-248 5757, ext. 439.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback of Excise Duty on mixed or blended beers.
17	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	ATA Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
172	Hydrocarbon Oils: drawback of Excise Duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Duty relief under the Import Duties Act 1958, and pre-financing of Common Agricultural Policy Export refunds.
224	Beer exported on drawback as merchandise: examination and sampling.
241	European Economic Community: Compensatory Levy.
275	Documentation of Exports for Statistical Purposes.
276	Customs Entry forms in the C273 Series: Guidance on their completion.
290	Export of personal and household effects.
291	Effect of budget changes on claims for drawback.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750 and Supplement	Community transit – this describes the system as a whole.
750A	List of Community Transit Offices.
750B	Community transit – Extension to cover Austria and Switzerland.
751 and Supplement	Notes on completing Community transit forms T1, T2 and T3 and Control Copy T forms.
751A	Notes on completing Community transit movement certificates.
752	Free circulation of goods in the European Community.
753	Community transit – the simplified procedure for goods carried by rail.
754	Community transit – Intra-Community treatment of the catches of fishing vessels registered in Member States.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as the descriptive part of Community transit forms T1, T2 and T3.
757	Community transit – Pre-authenticated movement certificate Form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800 (Aug 1975)	The European Economic Community. Common Agricultural Policy: Customs procedures in respect of export refunds, levies and licences.
810	EEC Preferences – Free Trade Agreements between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
811	EEC Preferences – Greece.
812	EEC Preferences – Turkey.
813, 813A, 813B	EEC Preferences – Israel.
817	EEC Preferences – Tunisia.
818	EEC Preferences – Egypt.
819	EEC Preferences – Cyprus.
820, 820A	EEC Preferences – Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
825	The ACP/EEC Convention of Lomé: tariff preferences.
830	Arrangements between Denmark and United Kingdom.

Trade Information

Joint venture opportunities in Kuwait

The Industrial Bank of Kuwait, set up with a 49 per cent Government participation in late 1974, is probably unique in the Arab world. Its raison d'être is to promote, find local partners for, and partially finance industrial ventures of every description in Kuwait. This often requires bringing in foreign partners and expertise. Foreign partners are welcome and, under Kuwait law, can own up to 49 per cent of the equity in a venture. The Industrial Bank is willing to provide long term soft loans up to 70 per cent of the initial finance required at 4 per cent interest for setting up industrial ventures in Kuwait, including – and this is why British companies should be interested – joint ventures in which there is a foreign shareholding. The bank is flexible and if the circumstances make this appropriate it is sometimes ready also itself to take an equity stake.

The Bank has ample resources. In addition to its KD 10 million (about £18 million) capital and substantial deposits the bank was granted a subordinate KD 100 million (£180 million) loan by the Government in 1975. Also the bank recently floated successfully a KD 5 million (£9 million) bond issue on the local market, which though small in size is of special interest because it was the first issue of its kind made in Kuwait.

Additional advantages

In addition to the carrot of cheap, long term finance Kuwait offers three other particular advantages to UK industrial companies who may wish to consider setting up production capacity there, namely:

1 availability of really cheap energy (electricity costs 1 fils, ie 0.16p – repeat 0.16p per kw/hour – probably less than 10 per cent of the cost of electricity in any European or other industrialised country);

2 cheap hydrocarbon feed stocks;

3 no taxation on companies or individuals.

Thus quite apart from the advantages of establishing local production for the Kuwait market (a rapidly growing population of 1 million with one of the highest per capita incomes in the world) Kuwait could be immensely attractive for certain types of industrial activity whose products are destined for markets outside Kuwait, both in the booming Arab region and further afield. Thus, for example, one major international company is already well advanced in planning to set up production in Kuwait to serve its Far Eastern market.

Two specific fields for example, which British companies would be well advised to examine carefully are:

1 production of chemical intermediates requiring capital and energy intensive processing;

2 production of bulky equipment where freight charges constitute a high proportion of total cost.

In addition, Kuwait has an up to date and efficient communications infrastructure, for example as regards postal, telephone and telecommunications facilities. And expatriate staff enjoy good living conditions.

The special terms which the Industrial Bank is at present offering in order to attract to Kuwait some of the big names in international industry will not last for ever. Already our competitors are showing more interest than we are. British firms should move quickly if they want to take advantage of this unique opportunity while it is available.

Further inquiries

Firms who wish to make further inquiries are recommended to get in touch with the Senior Engineer at the Industrial Bank, Dr. Samir Klat. The address of the Bank is PO Box 3146, Sufat, Kuwait, and its office is to be found on the top three floors of the Al Ahli Bank building in the commercial section of town.

Please send copies of your response to G. E. Fitzherbert, British Embassy Kuwait and to D. W. Bissett, Department of Trade, Room 305, 1 Victoria Street, London S.W.1 (tel. 01-215 5396) to whom any inquiries about this article should also be addressed.

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It is available to you (in English) at a cost of £15.00 for the year (10 issues). If you are interested in the Middle Eastern construction market, MEC is essential reading for you.

For your subscription just send a cheque, payable to Middle East Construction, to: Subscription Accounts, Oakfield House, 35 Perrymount Road, Haywards Heath, Sussex RH16 3BR.

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Glasgow: *Tel:* 041-248 6381/2 *Telex:* 77595 *A/B* GFGLA G

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Visit of Romanian foreign trade Minister

Ion Patan, Deputy Prime Minister and Minister of Foreign Trade and International Co-operation of the Socialist Republic of Romania, visited Britain last week at the invitation of Peter Shore, Secretary of State for Trade. The picture, taken at the Department of Trade headquarters, shows (from the left) the Romanian Ambassador in London, Mr. Popa; the British Ambassador in Bucharest, Mr. Petersen; Mr. Patan, and Mr. Shore. During his visit, arranged by the BOTB overseas visitors' bureau, Mr. Patan also met James Callaghan, Foreign and Commonwealth Secretary and Eric Varley, Secretary of State for Industry. While at the Foreign and Commonwealth Office, Mr. Patan signed an investment protection agreement.

Fourth session of UK/Czechoslovak Joint Governmental Commission

The United Kingdom/Czechoslovak Joint Governmental Commission held its fourth session in Prague from 8-12 March under the joint chairmanship of Mr. L. Lightman, Under Secretary in the Department of Trade, and Ing Jakubec, Vice Minister, Federal Ministry of Foreign Trade.

The British Delegation included representatives from industry as well as officials from the Department of Trade. The Joint Commission reviewed the general development of trade and industry, technological and scientific co-operation between the United Kingdom and Czechoslovakia in the period since its last meeting in London in March 1975. During the week of the Joint Commission Mr. Lightman had meetings with several representatives of the Czechoslovak Government, including Mr. A. Barcak, Federal Minister of Foreign Trade; Dr. D. Spacil, Deputy Minister for Foreign Affairs; Ing P. Bahyl, Federal Minister of General Engineering, and Ing Sedivy, Deputy Chairman of the State Planning Commission.

USA Bicentennial: hotel accommodation

Celebrations in the USA of the Bicentennial throughout this year will come to a peak during June, July and August.

These activities will put extra pressure on the availability of hotel accommodation in some areas, particularly in Washington DC, Boston and Philadelphia. Businessmen intending to visit these areas on other than Bicentennial business, and without secured accommodation, are advised to postpone their visit until after August.

Other areas where difficulty in booking accommodation may be experienced, particularly between mid-June and mid-July, are St. Louis, Kansas City, Omaha, Wichita, Little Rock and Memphis.

Businessmen are advised to make reservations as far in advance as possible, and to obtain confirmation of the accommodation before visiting the USA.

Visit of French external trade minister

Raymond Barre, French Minister for External Trade, visited London on Monday and Tuesday (22 and 23 March) at the invitation of Peter Shore, Secretary of State for Trade.

He was guest of honour of Mr. Shore at an official luncheon in Lancaster House on Monday. Discussions took place during the afternoon between the two ministers followed by informal discussions between M. Barre and the Chancellor of the Exchequer.

M. Barre also met leading figures from British industry and the public service. He was the guest of honour at a luncheon on Tuesday given by the London Chamber of Commerce. He also met members of the French community in London.

The value of visible trade between UK and France in 1975 was £2,792 million. France was our third largest export market. UK exports grew by 27 per cent, making France our second fastest growing market. The UK is France's fourth largest export market. In 1975 French exports to the UK increased by nearly 21 per cent.

Hints to business men booklets

A revised edition of the booklet on Thailand has been published in the 'Hints to Business Men' series. British business men who intend visiting this country on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series, which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Kenyan ministers at Department of Trade

Kenyan ministers and senior officials photographed at the Department of Trade during visits to Britain at the invitation of the Government. Top: Mwai Kibaki (right), Kenyan Minister for Finance, and Dr. Munyua Waiyaki, Kenyan Minister for Foreign Affairs, with Peter Shore, Secretary of State for Trade. Bottom: Eric Deakins, Parliamentary Under-Secretary of State, Department of Trade, with (from the left) A. N. Ndiho, Director of Industries, Ministry of Commerce and Industry; E. M. Wamae, Chief executive, Industrial and Commercial Development Corporation, leader of the delegation; and K. A. Ngeny, general manager, Kenya Industrial Estates.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 10 April.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	2-Carbamoyloxymethyl-1-methyl-5-nitroimidazole	As in previous column	31 December 1977	G/T 15732

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1548: Imports from the Eastern Area

Notice to Importers No. 1533 (published in *Trade and Industry*, 9 January 1976, page 89) set out the 1976 quota levels for imports into the United Kingdom from Eastern Area countries. Importers should note that the following additional quotas have been established, for the calendar year 1976 *only*, in respect of imports from Poland:

The licensing arrangements, and all other requirements as set out in NTI No. 1533, remain unchanged.

Tariff heading	Description	Quota level
ex 07.02	Potatoes, preserved by freezing	250 tonnes
ex 07.04	Potatoes, dried	700 tonnes
ex 20.02	Potatoes, prepared or preserved, otherwise than by vinegar or acetic acid	250 tonnes

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Sydney Tokyo

Tokyo Branch Office,
Daiwa Bank, Toranomon Building,
6-21 Nish-shimbashi 1-Chome,
Tokyo 105.

Tariff and Trade Notices

Finland

Excise taxes. The Finnish authorities have announced increases in the rates of excise tax levied on the following products:

Certain foodstuffs
Motor spirit for use in internal combustion engines
Diesel oil
Tobacco, tobacco products and cigarette papers
Beer
Sauces, soups and broths
Margarine

The new rates of tax apply immediately. Inquiries: OTAR ext. 458/461.

Import deposits: further information. *Trade and Industry* of 13 February 1976 announced that the Import Deposit Scheme in Finland would be eliminated gradually. The Finnish authorities have now announced the following timetable for the elimination of the scheme:

1 On 16 March the 20 per cent deposit rate was reduced to 10 per cent;
2 On 1 July 1976 those goods attracting a deposit of 10 per cent (including those in 1 above) will be exempt;
3 On 1 October 1976 the 30 per cent deposit rate will be reduced to 20 per cent;
4 On 16 November 1976 the deposit on those goods referred to in 3 above will be further reduced to 10 per cent; and
5 On 31 December 1976 the Import Deposit Scheme will be abolished.

No further information is available. Inquiries: OTAR ext. 458/461.

Belgium

Quantity marking regulations. The *Moniteur Belge* No. 25 of 5 February 1976 published a decree dated 26 January 1976 concerning certain methods of quantity marking. The decree covers a wide-range of alimentary products, mainly fruits, vegetables and fish sold by the piece, dehydrated products to be diluted for example milk, potatoes and soups. The non-alimentary category covers all non-food products which are machine packed or mechanically prepared for retail sale. The decree appears to give force of law to what is already a fairly standard practice in Belgium. Annexes I and III of the decree entered into force on 5 February 1976; Annex II enters into force on 5 February 1977 except for those products affected by the drained net weight provisions. These products are to be enforced at a date yet to be determined by the Belgian authorities.

Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Import licensing. The *Moniteur Belge* no. 43, 2 March 1976, published a decree dated 17 February 1976, amending the decree of 20 March 1973, concerning import licences. Import licences are now required for the following goods when not in free circulation in the original six members of the EEC: rose-bushes; fresh foliage of asparagus plumosus; and sorbitol. The BN tariff headings involved are ex 06.02D, ex 06.04BI, and 38.19T. The decree entered into force on 2 March 1976. The provision applies also to goods going into Luxembourg. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Italy

Importation of manufactured tobacco from EEC countries. The Italian *Gazzetta Ufficiale*, 7 January 1976, published law 724 of 10 December 1975, stating that the importation into Italy of manufactured tobacco (tariff heading no. 24.02) is permitted from EEC countries when intended for wholesale distribution stores other than those of the State Monopolies Administration. Manufactured tobacco imported in this way will be subject to an additional border tax. The rates of this and VAT are set out in the tables annexed to the law.

Retail sales of imported manufactured tobacco still remain subject to the provisions set down in article 16 of law 22 December 1957, n. 1293.

Copies of law n. 724 and annex are available in Italian from OTAR Section, Export House, Ludgate Hill, London EC4. Inquiries: OTAR ext. 466/467/288.

Portugal

Salted guts: drawback of import duty. Portuguese Order 22866 of 4 September 1967 authorised the import under drawback of salted raw or scraped guts and tubular cotton net fabric for the preparation for export of dried guts covered with cotton net fabric. Details were published in the *Board of Trade Journal*, 6 October 1967. The provisions of the Law have been extended by Order 67/76 until 31 December 1976.

Inquiries: OTAR ext. 460/461.

Spain

Copper anti-spark tools liberalised. The Spanish *State Gazette*, 10 March 1976, published a resolution of the Ministry of Commerce which transferred to the list of liberalised goods all the copper anti-spark tools under tariff heading 82.03. Inquiries: OTAR ext. 462/471/472/473.

Liberalised goods. The Spanish *State Gazette*, 21 February 1976, announced the liberalisation of imports of certain fabrics and garments under Chapters 58, 59, 60, 61 and 62 as follows:

Tariff heading	Description
58.02.B	'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made-up or not)
58.03	Tapestries, hand-made, of the type Gobelins, Flanders, Aubusson, Beauvais and the like, and needle-worked tapestries (for example, petit point and cross stitch) made in panels and the like by hand
58.05.D	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading 58.06, of cotton
ex 58.06	Woven labels, badges and the like, not embroidered, in the piece, in strips or cut to shape or size, of cotton, wool and man-made fibres
58.07.A.1	Chenille yarn and gimped yarn, of cotton
58.07.B.1	Braids in the piece, of cotton
58.07.C.1	Other ornamental trimmings, in the piece, of cotton
58.07.D.1	Tassels, pompons and the like, of cotton
ex 58.08.A	Tulle, of cotton, wool and man-made fibres
ex 58.08.B	Knotted net fabrics, of cotton, wool and man-made fibres
ex 58.09.A	Figured tulle, of cotton, wool and man-made fibres
ex 58.09.B	Figured knotted net fabrics, of cotton, wool and man-made fibres
ex 58.09.C	Tulle bobinot, of cotton, wool and man-made fibres
ex 58.09.D.2	Lace, hand-made, of cotton, wool and man-made fibres
ex 59.01.B	Textile flock and dust and mill neps, of cotton, wool and man-made fibres
ex 59.04.B	Twine, cordage, ropes and cables, plaited or not: of cotton
ex 59.05.C	Nets and netting made of twine, cordage or rope and made-up fishing nets of yarn, twine, cordage or rope: of cotton
ex 59.06	Other articles made from yarn, twine, cordage or rope, other than textile fabrics and articles made from such fabrics: of cotton
ex 59.07	Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses: of cotton, wool and man-made fibres
ex 59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio backcloths or the like, of cotton
ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads: of cotton
ex 59.14	Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighers, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles: of cotton
ex 59.15	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials: of cotton
ex 60.02	Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberised, of cotton
60.03.A.2	Full- and knee-length stockings, and sockettes: of cotton
60.03.B.2	Sports socks and stockings: of cotton
60.03.C.1	Under stockings and other articles not specified above: of cotton
60.06.A.1	Knitted or crocheted fabric in the piece: of cotton
60.06.B.1	Other articles (including elastic knee-caps and elastic stockings) of knitted or crocheted fabric: of cotton
61.10.A	Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods: of cotton
61.11.A	Made-up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets): of cotton
62.04	Tarpaulins, sails, awnings, sunblinds, tents and camping goods: of cotton

Inquiries: OTAR ext. 462/471/472/473.

Yugoslavia

Agency legislation. The *Official Gazette of the Socialist Federation of the Republic of Yugoslavia*, no. 2, 10 January 1974, published an agreement specifying the methods and conditions for the representation of foreign firms in Yugoslavia. An up-dated translation of this agreement is now available at the Department of Trade, Market Information Section, Room E46, Export House, 50 Ludgate Hill, London, EC4M 7HU (tel. 01-248 5757 ext. 560).

Greece

Road haulage regulations. The Greek Government has republished legislation in force since 1965 affecting road hauliers. The following national roads are banned to all commercial vehicles between 18.00 hours on Saturdays and 24.00 hours on Sundays.

Athens/Corinth/Patras
Athens/Argos/Nafplion
Athens/Salonica
Athens/Igoumenitsa

Trucks carrying perishable goods and breakdown trucks are exempt. Inquiries: CRE tel. 01-215 5338.

Israel

Purchase tax amendments. The Israeli authorities have issued amendments to the rate of purchase tax affecting the following goods:

Purchase tax number	Description	Rate of tax
1507	Commercial motor vehicles, including trucks of all types:	
30 –*	other, of an authorised total weight up to 2,200kg	
31 – –	with a closed body the piston displacement of which is up to 850cc	85% b.n.l.t. IL 25.00 per kg
32 – –	with a closed body the piston displacement of which is more than 850cc and less than 130cc	90% b.n.l.t. IL 30.00 per kg
33 – –	with a closed body the piston displacement of which is from 1,300cc to 1,800cc	92.5% b.n.l.t. IL 32.50 per kg
34 – –	other, with a closed body	100% b.n.l.t. IL 37.50 per kg
39 – –	other, without a closed body	62.5% b.n.l.t. IL 15.00 per kg
1508	Motor vehicles:	
30 –	of a piston displacement of less than 1,300cc	
31 – –	of a piston displacement of up to 850cc	85% b.n.l.t. IL 25 per kg
39 – –	other	90% b.n.l.t. IL 30 per kg
40 –	of a piston displacement from 1,300cc to 1,800cc which have not been specified in section 80**	92.5% b.n.l.t. IL 32.50 per kg
70 –	Passenger cars made from commercial motor vehicles of a total weight up to 4,500kg	
72 – –	released under item 87.02 of the Customs Tariff and of a piston displacement of up to 850cc	85% b.n.l.t. IL 25 per kg
73 – –	released under item 87.02 of the Customs Tariff and of a piston displacement exceeding 850cc but not exceeding 1,300cc	90% b.n.l.t. IL 30 per kg
74 – –	released under customs heading 87.02, of a piston displacement 1,300cc up to 1,800cc	92.5% b.n.l.t. IL 32.50 per kg
75 – –	other, released under customs heading 87.02	100% b.n.l.t. IL 37.50 per kg
79 – –	other	90% b.n.l.t. IL 3,500 per unit
90 –†	other	100% b.n.l.t. IL 37.50 per kg

Notes:

* This does not include:
Commercial motor vehicles including trucks of all types with an open body moving on three wheels – this item is classified under a different sub-section.

** Section 80:
Motor vehicles as described in item 87.02.1070 of the customs tariff.

† This does not include the following items, which are classified under different sub-sections:
(1) Motor vehicles as described in heading 87.02.1070 of the customs tariff.
(2) Buses, as per vehicle licence issued for them, intended for carrying 11 to 18 passengers, besides the driver.

b.n.l.t. = but not less than.

Inquiries: OTAR ext. 458/461.

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Extensions to **OTAR** numbers are given at the end of each notice.

Import duty amendments. The Israeli authorities have issued amendments to the rate of import duty affecting certain goods falling within the following BN numbers:

85.19
87.01
87.02
87.03
87.04

Inquiries: OTAR ext. 458/461.

Kenya

Importation of commercial vehicles. Further to the notice in *Trade and Industry*, 19 December 1975, page 778 it should be noted that the Kenya Government has issued Legal Notice 25 of 8 January 1976 (published in *EAC Gazette* 12, 12 January 1976) which amends the Restricted Imports (Commercial Motor Vehicles) Order 1975. The effect of this legislation is:

1 prohibit the importation, when consigned from a foreign port after 31 March 1976 (changed from 1 January 1976), of medium and heavy commercial vehicles (redefined as having a load capacity of 3 tonnes or more) (the criterion was previously 2 tonnes or more) unless they are in a completely knocked down condition in accordance with the first schedule to the order and without certain components prescribed in the second schedule to the order;
2 impose the same restrictions, with certain minor exceptions, on the importation after 30 June 1977 of commercial vehicles (redefined as having a load capacity of more than 750kg) (the criterion was previously 950kg) and FWD vehicles;
3 exempt from these restrictions 'two prototypes of each new model of vehicles proposed to be assembled by an authorised assembler from time to time'.

Details of the exceptions and schedules may be obtained from OTAR ext. 472/471/473/462.

Zaire

Devaluation and other measures. After closure of the banks on 12 March, the following measures were announced:

1 One Zaire would cease to be the equivalent of US$2 and would now be worth one SDR. (On the assumption that one SDR was worth US$1.17 on 12 March, this means an effective devaluation of 41 per cent.)
2 An increase of 20 per cent on salaries and wages effective from 1 April.
3 The immediate implementation of a stabilisation programme with price control under the management of the stabilisation committee.
4 To ensure, by a series of measures already agreed upon, the plentiful supply of essential goods with effect from the end of this month.

Further details will be published as soon as they are available. Inquiries: CRE tel. 01-215 5334.

Nigeria

Invoices. Government Notice No. 110 published in the Federal Republic of Nigeria *Official Gazette* of 22 January 1976 amends with effect from that date Customs and Excise Notice No. 13 published as Government Notice No. 1989 in the Federal Republic *Official Gazette* No. 68 of 24 December 1970 as follows:

Government Notice No. 110

Notice by the Board of Customs and Excise
Amendment to Customs and Excise Notice No. 13

THE ENTRY EX-SHIP, EX AIRCRAFT OR EX-MOTOR VEHICLE OF IMPORTED GOODS FOR HOME USE

Customs and Excise Notice No. 13 published as Government Notice No. 1989 of 1970 as amended by Government Notice No. 703 of 1975 is hereby amended as follows:

1 *Delete* paragraph 19 (*c*) and *substitute* the following:
'19 (*c*) Adjustment of Payments/Values under the provisions of paragraphs 19 (*a*) and (*b*) will not be made unless the importer, within three months of lodging a provisional Entry, or such longer period as may be allowed by the Board, presents to the proper officer a perfect Entry Form Sale 42 duly supported by proper invoice and "Certificate of Value by Importer" (*see* paragraph 8 (*c*) and pays the correct amount of duty involved. Refund of the amount of provisional payment will be effected on application in writing within one year reckoned from the date of passing the perfect Entry.'

2 *Add* new paragraph 19 (*d*) as follows:
'19 (*d*) The Proper Officer may on application in writing by the importer, extend the statutory period of three months allowed the importer to deliver a perfect Entry, if he is satisfied that a good reason exists for extending it.'

This notice cancels Government Notice No. 1941 published in *Gazette* No. 64, Vol. 62 of 25 December 1975.

Inquiries: OTAR ext. 473/472/471/462.

South Africa

Tariff application. Customs Tariff Application List 9/76, published in the South African *Government Gazette*, 19 March 1976, contains an application to the Board of Trade and Industries for increase in duty on:

1 Epoxy octyl stearate and other epoxidised alkyl esters classifiable under tariff subheading 29.14.90; and
2 Tartaric acid classifiable under tariff subheadings 29.16.15.10 and 29.16.15.90 and malic acid classifiable under tariff subheading 29.16.75.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Tariff changes. The following amendments were published in the South African *Government Gazette*, 5 March 1976:

R340	BN 87.02 and 87.04. The effect of this notice is that alternators with a mass of not exceeding 6kg each imported as original equipment for certain unassembled motor vehicles and chassis for such vehicles are dutiable at 20%.
R341	Item 316.13, BN 85.08. Alternators of a mass not exceeding 6kg each are now excluded from item 316.13.

Inquiries: OTAR ext. 471/472/473/462.

Bangladesh

Tariff changes. The Bangladesh Government has announced changes to the tariff affecting the following items. The changes became effective on 1 February 1976.

BN numbers:
15.07, 15.08, 22.03, 22.05, 22.08, 22.09, 28.01 to 28.58, 29.01 to 29.45, 32.01 to 32.05, 38.01 to 38.04, 38.06, 38.12 to 38.15, 38.17, 38.19, 40.11, 48.01 to 48.07, 48.09, 48.13, 48.16, 73.06 to 73.15, 73.17 to 73.24, 73.26, 73.40, 74.04, 75.01, 75.03, 76.03, 77.01, 77.04, 78.01, 79.01, 79.02, 80.01, 81.01, 81.03, 81.04, 87.02, 87.10, 87.12

Inquiries: OTAR ext. 420/475.

Australia

Precision ground steel ball bearings: Industries Assistance Commission report. The Australian Government has accepted the recommendations of the Industries Assistance Commission in its report on precision ground steel ball bearings that imports of these commodities should not be subject to a tariff quota after 29 February 1976.

A tariff quota was applied in March 1975 on the advice of the Temporary Assistance Authority. Imports at normal duty rates were limited to 2 million units for a period of 12 months while imports above that level attracted an additional temporary duty of 20 per cent.

The Commission has now reported that imports of bearings are likely to remain at their present low levels in the absence of a tariff quota, given the depressed state of the market and the existence of high stock levels. The Commission concluded that continuance of the tariff quota is no longer justified.

A statement on the Customs Tariff changes arising from the Government's decision will be issued when arrangements to implement the changes have been finalised.

Inquiries: OTAR ext. 468/469/401.

Sheets and plates of iron and steel: Industries Assistance Commission report. The Australian Government has accepted the recommendations of the Industries Assistance Commission in its report on sheets and plates of iron and steel, that imports of uncoated sheet steel falling within tariff item 73.13.1 should not be restricted and the Government has decided to remove the current restriction forthwith.

The Government's decision took into consideration the possibility that imports of sheet steel could become a threat to the Australian industry in the absence of restrictions. However, the extent to which imports are likely to threaten the future production and employment in the industry depends to a great extent on the competitive trading and pricing initiatives pursued by the local industry. The Industries Assistance Commission report suggests that the industry's present problems are partly due to the pricing and distribution policies of the dominant Australian producer.

While at this stage the Government considered an abnormal increase in future imports of uncoated sheet steel uncertain, they were concerned to prevent disruptive imports occurring which could seriously undermine a major sector of Australian industry. Accordingly the level of future imports of sheet steel would be kept under close scrutiny and the matter of temporary protection would be referred to the Industries Assistance Commission or the Temporary Assistance Authority should imports show a disruptive trend.

Inquiries: OTAR ext. 468/469/401.

New Zealand

Industries Development Commission report. Copies of the following New Zealand Industries Development Commission (late Tariff and Development Board) report are available from Commercial Relations and Exports Division:

Fish, crustaceans, molluscs and preparations thereof (tariff items 16.04 and 16.05)

Ref. CRE 511/75. Inquiries: CRE tel. 01-215 5321.

CRE Commercial Relations and Exports Divisions
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OTAR Overseas Tariffs and Regulations Section
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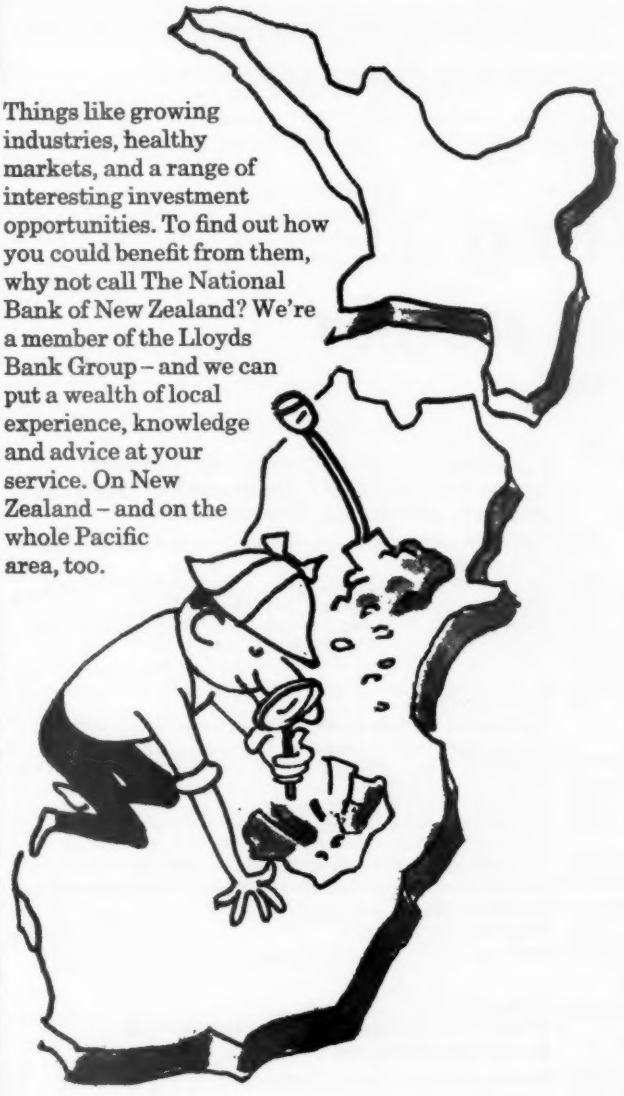

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Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

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01-248 5757 ext.

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468 Australia, British Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Papua, Philippines
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473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Fiji

Cement: duty amendment. The Fiji Comptroller of Customs and Excise has issued a Customs Tariff Ordinance (Amendment) Order which became effective on 1 February 1976:

The First Schedule to the Customs Tariff Ordinance has been amended by deleting heading number 25.23 and item numbers 25.23.00.01 and 25.23.00.09 and substituting therefore:

25.23.00.00	25.23 Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements whether or not coloured or in the form of clinker	7½%	Free	Free

Inquiries: OTAR ext. 469/468/401.

Western Samoa

Boats and motors, memorial stones: tariff concessions. After the publication in 1975 of the new customs tariff of Western Samoa, the Minister of Customs has issued the following Customs Tariff (Approved Concessions) Notice 1975, which came into force on 24 December 1975:

Duty concessions approved. In accordance with Part II of the Customs Tariff, duty on the goods described in the Schedule is approved at the rates set out in the Schedule in respect of such goods.

SCHEDULE

Description of goods	Clause 2: Rate
1 For economic development:	
a Boats and motors, and parts of motors imported into Western Samoa specifically for the purpose of fishing (being goods subject to ordinary duty under Tariff Items 84.06: 84.06.02: 89.01; or 89.01.02)	5%
b Parts and accessories of tractors (being goods subject to ordinary duty under Tariff Items 40.11 or 87.06)	5%
2 For religious purposes – gravestones, tombstones and articles of stones and other like material for memorial (being goods subject to ordinary duty under Tariff Items 25.15; 25.16: 68.02; 68.11; or 83.14)	5%

Inquiries: OTAR ext. 401/468/469.

Canada

Quebec Official Language Act. *Trade and Industry* of 5 March 1976 published details of the regulations covering the use of French in advertising, public signs and labelling. The effective date for the labelling of non-food products should be amended to 1 July 1978.

Details are available from OTAR ext. 455/456/457.

Draft regulations covering the francization of business firms in the Province of Quebec were issued in the *Official Gazette* of 18 February 1976. The regulations cover all business firms employing more than 50 employees and are intended to make French the operating language within a company, taking into account its situation, structure, head office, subsidiaries and branches.

Certificates of francization must be obtained by various dates commencing on 1 July 1977 and terminating on 1 January 1983 depending on the size and classification of individual companies.

The class to which a firm belongs and the number of personnel it employs were fixed on 30 June 1975. For firms established in the Province of Quebec after 30 June 1975, their certificate of francization is required 18 months after commencement of operations if, after one year, they have 100 employees or more. Where a firm does not have 100 employees one year after commencement of operations, a certificate must be obtained six months after the date of which it reaches a total of 100 employees.

Provisional certificates may also be obtained and are valid for two years provided that officials give an undertaking to draw up and implement a francization programme during this period. Firms which do not hold a certificate of francization shall not, after the requirement date, enter into contracts with the Government of Quebec and will not be eligible for certain government subsidies, concessions or benefits.

The draft regulation may be adopted only after prior notice of 90 days is given in the Quebec *Official Gazette*. It will come into force on the day of publication in the *Gazette* either of a notice that it has been approved in Council or, if amendments are made by the latter, of its final version.

Any person who wishes to make recommendations regarding the draft regulations is requested to send them in writing to the Minister responsible for the application of the Official Language Act, Mr. Fernard Lalonde, at his office at 225 Grande Allee East in Quebec City.

Details are available from CRE 01-215 5387.

United States

Asparagus: Escape Clause Investigation. The President of the United States has decided to regard the International Trade Commission's split vote on the Escape Clause Investigation into asparagus as a finding that imports are not causing or threatening to cause serious injury to the domestic industry. Inquiries: CRE tel. 01-215 5629.

Gloves: Escape Clause Investigation. The International Trade Commission has made a 'no injury' finding in the Escape Clause Investigation on gloves. Inquiries: CRE tel. 01-215 5629.

Metric standards of fill for distilled spirits. The *Federal Register* dated 10 March 1976 published details of new regulations for the standards of metric fill for distilled spirits, to take effect from 1 January 1980,

A copy of the text is available. Inquiries: OTAR ext. 456/457/7312.

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Jamaica

Figurines: import prohibition. By Notice 2953, the Jamaican authorities have prohibited the importation of figurines, including those in combination with pencil sharpeners, candle holders, and so on.

Business machines: import quotas. By Notice 2954, importers who hold full 1976 quotas for business machines (including calculating machines and typewriters) are advised that the government has decided to grant import licences against such quotas only to the extent of a six-month supply, or 50 per cent of each quota. Any licence already granted for these goods in excess of 50 per cent of the quota is cancelled.

Motor vehicles: Retail Sales Tax. The Retail Sales Tax levied on motor cars is raised as follows:

motor cars with engine capacity not exceeding 1,199cc	52%
Motor cars with engine capacity exceeding 1,199cc	57%

Caustic soda: Consumption Tax. The rate of Consumption Tax payable on sodium hydroxide (caustic soda) (excluding caustic soda which is determined by the Collector General to be intended for retail sale) is raised to 10.94 per cent + 10c per cwt of gross weight.

General: import controls. In an attempt to arrest the continuing deterioration in the domestic economy, the Jamaican government introduced new controls on 2 March 1976 further restricting imports during 1976. The quota for the importation of private cars and commercial vehicles is to be cut to J$5 million and J$10 million respectively. (This level of imports has already been reached. It is unlikely that further licences will be issued during 1976.)

An attempt is to be made to reduce food imports by 18½ per cent, confining them to items considered to be essential. Priority will be given to capital goods, imports for on-going projects, productive industry, particularly in relation to the generation of exports, import substitution and for spare parts. Licences for consumer durables (eg household appliances) are likely to be severely restricted. No further details are available.

Inquiries: OTAR ext. 7312/456/457.

Bahamas

Soft drinks and spirits. By SI No. 24 of 1976, the Bahamas authorities have increased the rates of customs duty on soft drinks and some spirits as follows:

Tariff heading no.	Description	Rate of duty
22.01.2	Aerated waters	42½%
22.01.9	Other (not including fresh water)	42½%
22.02.1	Lemonade, flavoured aerated waters	42½%
22.02.9	Other	42½%
22.09.1	Brandy	$10.00
22.09.2	Gin	$8.00
22.09.3	Rum	$7.00
22.09.4	Vodka	$8.00
22.09.5	Whisky	$9.00

Inquiries: OTAR ext. 7312/456/457.

Chile

Exchange rates. The Chilean Central Bank announced the following revised exchange rates during February.

20 February 'Bank' and 'Brokers' rates raised from Pesos($) 10.00 to $10.30 per US dollar.

Inquiries: CRE tel. 01-215 5289.

An export order valued at £500,000 has been received by the Vickers Engineering Group Newcastle upon Tyne, for the supply of submarine telephone cable repeater housings. They are for insertion on the trans-Atlantic cable, code named Columbus, which will link the Canary Islands with Venezuela. The housings, which are machined to a high degree of accuracy (the photograph shows a lathe operator turning the inside bore of a housing), are water-tight steel casings holding the electronic circuitry needed to boost the strength of telephone signals in long-run cables.

Brazil

Duty increase on milking machines. Customs Policy Council Resolution No. 2,704, published in the *Diario Oficial* of 13 February 1976, increased the import duty on milking machines, of tariff heading 84.26.01.00, from 7 per cent to 37 per cent. The new rate came into force on 28 February 1976. Inquiries: OTAR ext. 474/476.

Uruguay

Tax exemptions on prefabricated cold-storage rooms and equipment: period extended. Decree 89 of 12 February 1976 extends until 30 June 1976 the exemptions from all surcharges, consular fees, prior deposits (now abolished), port taxes and additional duties, as well as all import duties, the imports of equipment for cold-storage rooms, prefabricated cold-storage rooms, spares and accessories of same. These goods had originally been exempted, until 31 December 1975, from the payment of the said duties and taxes by Decree 258 of 3 April 1975. Inquiries: OTAR ext. 474/476.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries inc. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,472	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	450	325	68	−30	735	−25	760
1971	102	103	102	93	104	70	−148	52	−10	1,058	280	778
1972	104	109	104	82	117	−5	−175	48	−11	131	−702	833
1973	110	114	107	88	125	960	396	102	334	−842	−2,332	1,490
1974	110	113	105	98	113	553	666	81	−68	−3,650	−5,264	1,614
1975	108 p	113 p		84 p	98 p		−337 p	−83 p	6 p	−1,702	−3,200	1,498
1973 1st qtr.	110	115	109	86	130	353	166	37	51	−130	−343	213
2nd qtr.	110	113	104	83	118	274	88	3	185	−83	−414	331
3rd qtr.	110	114	107	92	120	155	46	29	47	−256	−625	369
4th qtr	109	114	107	89	132	178	96	32	51	−373	−950	577
1974 1st qtr	106	112	108	97	112	−174	−31	18	−59	−855	−1,297	442
2nd qtr.	110	112	100	96	110	274	191	43	27	−969	−1,366	397
3rd qtr.	112	113	103	97	119	359	368	3	−14	−861	−1,253	392
4th qtr.	111	114	107	101	113	94	139	17	−22	−965	−1,348	383
1975 1st qtr.	110	115	105	93	102	−171	−4	−31	−57	−435	−850	415
2nd qtr.	107	112	103	87	100	−288	−112	−54	−52	−336	−681	345
3rd qtr	107	111	107	82	102	−157	−204	−29	60	−625	−986	361
4th qtr.	108 p	112 p		78 p	89 p		−18 p	32 p	55 p	−306	−683	377
% change last 2 qtrs. on prev. 2 qtrs.	−0.9	−1.8	−1.2	−10.8	−5.7							
on a year earlier	−3.8	−1.9	+3.5	−19.7	−17.9							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages										On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in			thousands							thousands		thousands	£ million at current prices	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,530
1972	102.6	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,141	9,843
1973	110.2	110.9	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,772	14,104
1974	106.1	107.8	109.9	102.8	108.5	16.0	215.3	152.0	138.7	600.3ø	2.6ø	301.6ø	15,895	21,159
1975	100.9	101.4	107.9	97.2	134.8	24.2	235.3 p	188.7 p	179.8	929.0	4.0	148.2ø	18,772	21,972
1974 1st qtr.	104.3	106.6	109.6	102	101.4	12.9	212.5	138.3	125.0	572.9	2.5	288.6	3,481	4,778
2nd qtr.	107.6	109.3	107.8	105	107.5	15.8	213.7	148.9	132.3	579.4	2.5	314.5	4,007	5,373
3rd qtr.	107.9	109.6	111.2	107	110.2	17.0	212.9	156.1	144.0	621.2	2.7	310.3	4,222	5,475
4th qtr.	104.7	105.6	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	4,185	5,533
1975 1st qtr.	104 6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	733.3	3.1	..	4,532	5,382
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	849.7	3.6	159.9	4,479	5,160
3rd qtr.	99.5	99.9	105 5	103	139.4	26.6	239.3	193.4	185.5	1008.5	4.3	135.3	4,635	5,621
4th qtr.	99.8	99.8	105.8	85	144.2	25.3	255.4 p	199.1 p	193.8	1125.7	4.8	119.4	5,126	5,809
1975 Jan.	105.5	107.8	112.8	117	119.9	19.9	222.1	173.0	159.8	709.0e	3.0 e	..	1,509	1,914
Feb.	105.0	106.7	111.6	109	121.9	19.9	218.8	175.9	162.0	736.7	3.2	196.3	1,481	1,813
Mar.	103.4	103.7	109.5	97	124.3	21.2	221.9	179.2	169.0	754.1	3.2	189.7	1,542	1,655
Apr.	101.1	101.4	120.0	95	129.1	21 7	222.9	182.5	170.1	794.3	3.4	176.6	1,379	1,729
May	99.1	99.1	103.7	95	134.5	25.0	226.2	187.3	176.4	853.5	3.7	158.6	1,611	1,693
June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	901.4	3.9	144.4	1,489	1,738
July	100.1	100.6	105.4	91	138.5	26.3	233.2	191.7	184.8	976.5	4.2	131.7	1,567	1,943
Aug.	98.5	98.8	104.8	98	139.3	26.9	241.4	193.5	185.6	1008.8	4.3	136.7	1,486	1,886
Sept.	100.0	100.3	106.1	120	140.5	26.6	243.2	194.9	186.0	1040.1	4.5	137.4	1,582	1,792
Oct.	100.2	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1088.5	4.7	126.2	1,728	1,945
Nov.	100.2	100 5	105.2	81	144.2	25.2	256.7	198.9	195.6	1125.3	4.8	117.3	1,637	1,918
Dec.	98.8	98.5	107.0	87	146.0	24.9	259.0	201.5	198.2	1163.2	5.0	114.8	1,761	1,946
1976 Jan.	99.7	100.5	109.8	115	147.9	23.4	260.9 p	204.9 p	201.9	1210.5	5.2††	111.1††	1,778	1,951
Feb.			107½	102 p	149.8	22.9	263.0 p	206.9 p	205.1	1232.5 p	5.3††	113.5 p††	1,756 p	2,005 p
% change latest 3 months on prev. 3 months	—	—	+2.5	+5.6	+3.9		+4.1	+3.8	+6.3	..		..	+7	+4½
on a year earlier	−4.8	−5.9	−3.4	−6.6	+23.7		+18.0	+18.7	+26.1	..		..	+20	+6½

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100 .. not available
ø Average of 11 months e Figure is estimate
†† January and February 1976 labour figures are adjusted on 1975 data: figures for earlier periods on the same basis will be published on 1 April.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	• fifty-three week period

Motor vehicle output in February

Production of cars in the four weeks ending 21 February of 119,898 a weekly average of 29,975 was 6 per cent below the level in February 1975. Although production for the home market fell by 19 per cent, production for export rose by 19 per cent. Production of commercial vehicles was 30,297 (weekly average 7,574), a fall of 14 per cent from the February 1975 level. Production for the home market fell by 26 per cent but production for export rose by 1 per cent.

(The summaries which follow are based on the seasonally adjusted figures in table 2.)

Cars

February car production of 134,000 units was 27 per cent above the monthly average for 1975. Production for the three months December to February was 6 per cent above the preceding three months and 5 per cent above the 1975 monthly averge. Production for the home market in the most recent three months rose by 4 per cent compared with the preceding three months, while production for export rose by 10 per cent.

Commercial vehicles

Commercial vehicle production in February of 33,300 units was 5 per cent below the monthly average for 1975. In the three months December to February, the level of production was 3 per cent above that of the preceding three months but 3 per cent below the monthly average for 1975. Compared with the monthly average for 1975, production for export in the three months December to February was 10 per cent higher while that for the home market was 15 per cent lower.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months gave a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.1	15.5	31.6
1975 1st quarter	80	46	126	20.4	16.5	36.9
2nd quarter	47	44	91	15.6	14.6	30.2
3rd quarter	60	47	107	15.4	14.9	30.3
4th quarter	58	41	99	13.4	16.1	29.5
1975 January	76	48	124	20.5	17.6	38.1
February	97	45	142	21.6	17.0	38.6
March	68	44	112	19.1	15.0	34.1
April	65	49	114	17.8	15.2	33.0
May	34	34	68	15.6	14.4	30.0
June	43	48	91	13.5	14.2	27.7
July	57	47	104	15.0	15.0	30.0
August	50	46	96	14.4	15.4	29.7
September	72	48	120	16.7	14.6	31.1
October	57	36	93	14.0	15.7	29.6
November	58	43	101	13.1	16.1	29.2
December	59	44	103	13.0	16.6	29.6
1976 January	56	41	97	12.4	17.2	29.6
February	80	54	134	16.0	17.3	33.3
March						
Average of:						
Sept.-Nov. 1975	62	43	105	14.6	15.4	30.0
Dec. 1975						
Feb. 1976	65	46	111	13.8	17.0	30.8
Percentage change	+4	+10	+6	−5	+10	+3

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52	735,532	532,164	1,267,696	24,379	194,319	186,386	380,705	7,321
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13	145,107	142,664	287,771	22,136	49,650	48,435	98,085	7,545
3rd quarter	13	151,830	117,925	269,755	20,750	39,136	38,724	77,860	5,989
4th quarter	13	196,024	131,839	327,863	25,220	44,131	52,419	96,550	7,427
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5	52,097	57,346	109,443	21,888	16,905	17,947	34,852	6,970
July	4	39,303	32,345	71,648	17,912	10,995	12,480	23,475	5,869
August	4	40,219	38,525	78,744	19,686	10,117	10,271	20,388	5,097
September	5	72,308	47,055	119,363	23,873	18,024	15,973	33,997	6,799
October	4	60,873	36,246	97,119	24,280	14,964	16,352	31,316	7,829
November	4	65,941	46,021	111,962	27,991	13,994	16,300	30,294	7,574
December	5	69,210	49,572	118,782	23,756	15,173	19,767	34,940	6,988
1976 January	4	56,966	39,432	96,398	24,100	12,051	13,971	26,022	6,506
February	4	68,851	51,047	119,898	29,975	14,468	15,829	30,297	7,574

Release dates of economic statistics to be published in April

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in April. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
April			
1 Thurs.	Unemployment (Feb. – final) Employment in production industries (Jan.) Overtime and short-time working in manufacturing industries (Jan.) Stoppages of work due to industrial disputes (Feb.)	Gazette	Department of Employment
	Energy trends	PN	Department of Energy
2 Fri.	UK official reserves (Mar.)	PN	Treasury
	Capital issues and redemptions (during month of March)	PN	Bank of England
5 Mon.	CBI monthly trends inquiry (Mar.)	PN	CBI
	National income and expenditure (4th qtr. and year 1975)†	PN	CSO
	Hire purchase and other instalment credit business (Feb.)	PN	Department of Industry
	Retail trade (Feb. – final)	PN	Department of Industry
	Wholesale price index numbers (Mar.)	PN	Department of Industry
6 Tues.	Provisional figures of vehicle production and estimates of new car registrations (Mar. – prov.)	PN	Department of Industry
7 Wed.	London clearing banks' monthly statement (mid-Mar.)	PN	CLCB
	UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Mar.)	PN	Bank of England
8 Thurs.	Consolidated Fund and National Loans Fund (Mar.)	London Gazette	Treasury
9 Fri.	Usable steel production (Mar.)	PN	BSC/ BISPA
	Index of industrial production (Feb.)	PN	CSO
12 Mon.	Turnover of the catering trades (Feb.)	PN	Department of Industry
14 Wed.	Balance of payments current account and overseas trade figures incorporating the unit value and volume index numbers and the terms of trade (Mar.)	PN	Department of Trade/ CSO
	Building Societies' receipts and loans (Mar.)	PN	BSA
15 Thurs.	Retail prices index (Mar.)	PN	Department of Employment
20 Tues.	UK banks' assets and liabilities and the money stock (mid-Mar.)	PN	Bank of England
	London dollar and sterling certificates of deposits (mid-Mar.)	PN	Bank of England
21 Wed.	Basic rates of wages and normal weekly hours (Mar.) Monthly index of average earnings (Feb.)	PN	Department of Employment
	Retail trade (Mar. – prov.)	PN	Department of Industry
22 Thurs.	Unemployment (Apr. – prov.) Unfilled vacancies (Apr. – prov.)	PN	Department of Employment
	Appropriation account of companies (4th qtr.) Net acquisition of financial assets – analysis by sector (4th qtr.) Financial accounts of industrial and commercial company and personal sectors (4th qtr.)	PN	CSO
	Car and commercial vehicle production (Mar. – final)	PN	Department of Industry
	New vehicle registrations (Mar.)	PN	Department of the Environment
23 Fri.	Sales and orders in the engineering industries (Jan.)	Trade and Industry	Department of Industry
25 Sun.	National Savings monthly progress report	PN	National Savings Committee
26 Mon.	Consumers' expenditure (1st preliminary estimate) (1st qtr.)	PN	CSO
27 Tues.	Slum clearance (1st qtr. – prov.) Housing starts and completions (Mar. – prov.) House renovation grants (Mar. – prov.)	PN	Department of the Environment
28 Wed.	Construction – new orders (Feb.)	PN	Department of the Environment
29 Thurs.	Energy Trends	PN	Department of Energy
30 Fri.	Bricks and cement production (Mar.)	PN	Department of the Environment

† This press notice has been expanded to include information previously contained in the annual White Paper 'Preliminary estimates of national income and balance of payments'. As announced to Parliament on 5 February, the White Paper will not be published this year.

* PN = Press Notice.

Business Monitors

The following titles and issues of Business Monitor are now available:

Production series

Monthly at £2.22 each a year post free:

PM 476 Imported timber for January 1976

Quarterly at 74p each a year post free:

PQ 216 Sugar for fourth quarter 1975
PQ 352 Watches and clocks for fourth quarter 1975
PQ 354 Scientific and industrial instruments and systems for third quarter 1975
PQ 364 Radio and electronic components for third quarter 1975
PQ 368 Electric appliances primarily for domestic use for third quarter 1975
PQ 384 Locomotives, railway track equipment, railway carriages, wagons and trams for fourth quarter 1975
PQ 416 Rope, twine and net for fourth quarter 1975
PQ 446 Hats, caps and millinery for fourth quarter 1975
PQ 479 Miscellaneous wood and cork manufactures for fourth quarter 1975
PQ 483 Manufactured stationery for fourth quarter 1975
PQ 489 General printing and publishing for third quarter 1975

Service and Distributive series

Monthly at £2.22 each a year post free:

SD 5 Catering trades for January 1976

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be purchased on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Engineering sales and orders (SIC Orders VII, VIII and IX) up to December 1975

Index numbers for the combined engineering industries (SIC Orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1974 January	134	124	110	134	117	112	136	140	104
February	136	120	109	134	113	111	139	138	106
March	137	117	110	134	110	110	143	135	108
April	137	115	110	134	108	111	145	131	110
May	138	113	112	133	108	112	147	126	112
June	137	112	113	132	109	112	147	120	114
July	137	110	113	132	108	112	147	114	116
August	136	107	113	131	106	112	146	108	117
September	134	104	113	129	103	112	144	104	117
October	133	100	113	128	99	111	142	101	118
November	130	97	113	125	96	111	140	99	118
December	128	94	113	123	92	111	138	97	118
1975 January	125	92	113	120	91	110	135	95	118
February	122	91	112	117	90	110	132	94	117
March	119	91	111	114	90	109	129	94	117
April	117	92	110	112	90	107	127	96	116
May	115	92	109	110	89	106	125	99	116
June	112	92	108	107	88	105	123	101	115
July	110	91	107	105	87	104	122	101	115
August	108	90	107	102	86	103	120	100	114
September	105	89	106	99	85	103	118	97	113
October	103	88	105	97	84	102	116	96	113
November	101	87	104	95	83	101	114	95	112
December	99	86	103	93	82	100	113	96	111
Percentage change (b) Sept.-December 1975	−6.0	−2.5	−2.5	−6.5	−3.0	−3.0	−4.5	−1.5	−2.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	131	131	102
1974	128	109	111	123	105	111	139	118	113
1975	99	90	108	92	87	105	112	97	115
1974 1st quarter	136	117	108	133	109	110	142	135	105
2nd quarter	138	117	112	133	112	111	148	128	113
3rd quarter	134	106	114	130	106	112	144	105	117
4th quarter	128	97	112	123	94	110	139	104	117
1975 1st quarter	119	89	112	114	89	110	128	89	118
2nd quarter	113	94	108	108	92	106	123	101	115
3rd quarter	106	90	107	100	86	104	118	100	114
4th quarter	99	85	104	92	81	100	112	96	112
1974 January	135	119	105	134	111	107	136	138	101
February	136	117	109	134	111	109	139	132	107
March	136	113	111	133	104	113	142	135	108
April	137	119	111	133	112	111	145	136	112
May	138	115	110	133	108	110	148	130	110
June	138	116	114	133	115	113	148	118	116
July	136	103	114	131	99	114	148	114	115
August	135	106	114	130	105	112	146	106	120
September	134	108	113	130	113	112	144	96	116
October	133	102	113	128	99	110	142	110	119
November	131	94	112	126	95	110	140	94	115
December	128	94	112	123	88	109	139	108	118
1975 January	124	86	114	119	85	112	135	88	119
February	122	97	113	117	98	111	132	95	118
March	119	85	110	114	85	108	128	85	117
April	116	94	112	112	94	111	126	95	115
May	115	100	107	110	94	104	126	114	115
June	113	88	106	108	86	103	123	94	115
July	109	84	109	104	78	105	121	98	120
August	108	93	102	102	85	99	121	113	110
September	106	94	109	100	96	107	118	88	113
October	103	85	108	96	80	105	116	96	113
November	100	85	104	94	84	99	113	87	115
December	99	86	100	92	78	97	112	105	108
Jul-Sept 1975 (av.)	106	90	107	100	86	104	118	100	114
Oct-Dec 1975 (av.)	99	85	104	92	81	100	112	96	112
Percentage change (b)	−7.0	−5.5	−2.5	−8.5	−6.5	−3.0	−5.0	−3.5	−2.0

(a) All figures are provisional.

(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

The provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders to December 1975 are contained in the accompanying table. Latest and revised figures now suggest that the recent trend in the volume of sales in both the home and export markets has continued the decline that was prevalent throughout 1975. The volume of total net new orders has also declined further with the trend in new domestic orders weaker than for the export market. The inflow of new business is still below current sales and order books for the combined engineering sector have continued to fall.

The volume of total sales in the combined engineering industries continued to fall throughout the four quarters of last year; in the final quarter of 1975 they were some 7 per cent lower than their level of a year earlier. In December the trend in the volume of total sales was 2½ per cent lower than in September with sales to both the home and export markets showing similar rates of decrease.

During the final quarter of last year, there was a decline in the trend of total net new orders of 2½ per cent. New contracts for the home market fell by 3 per cent, continuing the decline from their peak levels of two years ago. New orders received for export markets fell by 1½ per cent between September and December, following a period earlier in the year when the trend in new orders showed a slight recovery. During 1975 net new domestic orders fell by 14 per cent and net new export orders by 8 per cent.

The receipt of new orders at the end of last year continued at a considerably lower level than sales with a resultant further fall in the level of order books. During the fourth quarter of 1975 there was a fall of 6 per cent in total orders-on-hand with home order books shortening by 6½ per cent and export order books by 4½ per cent. During the year as a whole there was a shortening of the order books of 25 per cent in the domestic market, and 19 per cent in the export market.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to December 1975. The response rate of 80 per cent to the inquiry for December is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for September, October, and November response rates for these months were 92, 89, and 87 per cent, respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders) is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.22 per annum. Volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical, instrument and electrical enginering, respectively).

Steel consumption and stocks in the fourth quarter of 1975

Seasonally adjusted estimates of aggregate consumption, deliveries and stocks of finished steel by type in the fourth quarter of 1975 are given in Table 1 with a detailed analysis of stocks in Table 5. Estimates of consumption and stocks, by industry, are given in Tables 2, 3 and 4.

Consumption by industry: Table 2

The aggregate consumption of steel increased over the previous quarter by 1.6 per cent. This rise reflects increases within the motor, shipbuilding and coalmining industries. Decreases were recorded by the railway, construction and electrical and mechanical engineering industries.

Stocks by industry: Table 3

Consumers stock levels continue to fall, being 9 per cent lower at the end of 1975 than 12 months previously; within this, mechanical

TABLE 1 Consumption, deliveries and stocks of finished steel

Seasonally adjusted

	Consumption m. tonnes	Deliveries m. tonnes			Stocks at end of period m. tonnes			Ratio of stocks to weekly consumption (b)		
		From UK production to consumers and stockholders	Imports	Total to consumers (a)	Consumers	Stockholders	Total	Consumers	Stockholders	Total
1968	16.83	15.46	1.56	17.00	3.26	0.61	3.87	9.6	1.7	11.3
1969	17.78	17.14	1.18	18.28	3.77	0.63	4.40	10.8	1.9	12.7
1970	17.64	17.10	1.04	17.91	4.15	0.87	5.02	11.9	2.5	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	11.5	2.3	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	9.6	2.0	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	13.2	1.8	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	15.1	2.6	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	15.6	3.2	18.8
1972 1st quarter	3.93	3.42	0.48	3.90	3.49	0.67	4.16	11.0	2.4	13.4
2nd quarter	4.04	3.43	0.47	3.88	3.33	0.68	4.01	10.0	2.2	12.2
3rd quarter	4.28	3.78	0.53	4.32	3.32	0.73	4.05	9.6	2.1	11.7
4th quarter	4.50	3.96	0.66	4.62	3.44	0.72	4.16	9.6	2.0	11.6
1973 1st quarter	4.67	4.15	0.65	4.80	3.57	0.73	4.30	10.6	2.2	12.8
2nd quarter	4.37	4.13	0.44	4.61	3.82	0.68	4.50	10.8	1.9	12.7
3rd quarter	4.60	4.26	0.61	4.91	4.12	0.64	4.76	11.1	1.8	12.9
4th quarter	4.81	4.26	0.81	5.13	4.44	0.58	5.02	13.2	1.8	15.0
1974 1st quarter	4.36	3.98	0.97	4.92	5.00	0.62	5.62	14.2	1.8	16.0
2nd quarter	4.59	3.93	0.82	4.62	5.06	0.75	5.81	15.5	2.3	17.8
3rd quarter	4.25	3.56	0.70	4.19	5.00	0.81	5.81	14.8	2.4	17.2
4th quarter	4.38	3.60	0.80	4.34	4.96	0.87	5.83	15.1	2.6	17.7
1975 1st quarter	4.27	3.55	0.85	4.26	4.95	1.01	5.96	17.4	3.6	21.0
2nd quarter	3.70	2.88	0.66	3.56	4.82	0.99	5.81	16.8	3.5	20.3
3rd quarter	3.71	2.76	0.74	3.56	4.67	0.93	5.60	16.1	3.2	19.3
4th quarter	3.77	2.84	0.78	3.63	4.53	0.92	5.45	15.6	3.2	18.8

(a) Total deliveries to consumers are deliveries from UK production to consumers and stockholding merchants plus imports minus stock build by stockholding merchants.
(b) Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter.

engineering fell to 0.90 million tonnes from 1.05 million tonnes, construction 1.14 million tonnes from 1.22 million tonnes and motors 0.39 million tonnes from 0.46 million tonnes. Shipbuilding rose to 0.51 million tonnes from 0.45 million tonnes.

Stocks held by steel stockholders have decreased by 9 per cent since the peak level of the first quarter of 1975, and are now 6 per cent higher than at end 1974.

Ratio of stocks to weekly consumption by industry: Table 4

The ratios continue to follow the movement shown by stock changes. Shipbuilding and construction industries continue to hold the highest ratios, at 41 and 26 weeks, respectively. Electrical engineering, wire manufactures and hollow-ware have the lowest with eight, eight and six respectively.

Stock by type: Table 5

Sheet stocks have steadily decreased since the second quarter of 1974 and are now only 2 per cent more than at end of 1971. Plate stocks had been increasing since the end of 1971 to the third quarter 1975; during the fourth quarter they decreased by 5 per cent compared with the previous quarter. Tinplate stocks have been declining since the first quarter of 1975 and compared with that quarter are 35 per cent lower. Rods and bars for reinforcement are at a level comparable with the first quarter of 1975 and end year 1973.

TABLE 2 Consumption of finished steel by industry group

Seasonally adjusted — Million tonnes

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	0.47	0.37	0.61	2.81	0.78	3.62	2.24	1.05	1.17	3.71
1969	0.45	0.39	0.68	2.81	0.78	3.89	2.38	1.12	1.23	4.05
1970	0.44	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	3.97
1971	0.52	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	3.56
1972	0.47	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	3.68
1973	0.52	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	3.95
1974	0.50	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	3.75
1975	0.52	0.54	0.66	2.53	0.84	3.29	1.65	1.09	0.96	3.37
1972 1st quarter	0.08	0.08	0.16	0.73	0.18	0.76	0.52	0.31	0.27	0.84
2nd quarter	0.13	0.09	0.19	0.71	0.19	0.76	0.53	0.28	0.28	0.88
3rd quarter	0.12	0.11	0.18	0.76	0.20	0.80	0.55	0.30	0.30	0.96
4th quarter	0.14	0.09	0.19	0.79	0.19	0.86	0.61	0.34	0.29	1.00
1973 1st quarter	0.13	0.09	0.20	0.83	0.21	0.93	0.60	0.32	0.34	1.02
2nd quarter	0.13	0.09	0.14	0.74	0.21	0.89	0.58	0.34	0.30	0.95
3rd quarter	0.13	0.09	0.15	0.86	0.23	0.95	0.63	0.33	0.29	0.94
4th quarter	0.13	0.10	0.16	0.92	0.22	0.96	0.62	0.36	0.30	1.04
1974 1st quarter	0.09	0.11	0.15	0.89	0.25	0.86	0.50	0.33	0.28	0.90
2nd quarter	0.12	0.12	0.13	0.81	0.28	0.93	0.56	0.37	0.27	1.00
3rd quarter	0.15	0.12	0.15	0.66	0.28	0.86	0.56	0.30	0.29	0.88
4th quarter	0.14	0.13	0.15	0.72	0.26	0.89	0.51	0.33	0.28	0.97
1975 1st quarter	0.14	0.15	0.18	0.71	0.22	0.92	0.48	0.30	0.27	0.90
2nd quarter	0.12	0.12	0.18	0.65	0.18	0.79	0.37	0.24	0.22	0.82
3rd quarter	0.12	0.14	0.14	0.59	0.22	0.80	0.36	0.28	0.24	0.82
4th quarter	0.14	0.13	0.16	0.58	0.22	0.78	0.44	0.27	0.23	0.83

TABLE 3 Stocks of finished steel by industry group

Seasonally adjusted — million tonnes

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	0.11	0.09	0.21	0.71	0.11	0.74	0.40	0.17	0.10	0.62
1969	0.11	0.10	0.28	0.88	0.12	0.86	0.43	0.18	0.10	0.71
1970	0.11	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.74
1971	0.13	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.62
1972	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1972 1st quarter	0.12	0.10	0.26	0.85	0.10	0.77	0.37	0.15	0.14	0.63
2nd quarter	0.10	0.10	0.25	0.40	0.10	0.76	0.35	0.15	0.13	0.59
3rd quarter	0.09	0.08	0.25	0.80	0.10	0.78	0.34	0.14	0.12	0.62
4th quarter	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973 1st quarter	0.11	0.09	0.26	0.87	0.11	0.82	0.40	0.15	0.11	0.65
2nd quarter	0.11	0.09	0.27	0.95	0.12	0.84	0.44	0.16	0.13	0.71
3rd quarter	0.12	0.09	0.31	1.05	0.14	0.85	0.46	0.19	0.13	0.78
4th quarter	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974 1st quarter	0.18	0.12	0.37	1.18	0.21	1.04	0.55	0.22	0.16	0.97
2nd quarter	0.20	0.13	0.42	1.23	0.20	1.07	0.49	0.19	0.17	0.97
3rd quarter	0.20	0.13	0.45	1.22	0.19	1.05	0.47	0.19	0.16	0.94
4th quarter	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975 1st quarter	0.20	0.13	0.48	1.22	0.16	1.04	0.43	0.20	0.15	0.94
2nd quarter	0.21	0.15	0.51	1.21	0.15	1.00	0.41	0.18	0.13	0.87
3rd quarter	0.22	0.15	0.52	1.20	0.13	0.93	0.41	0.14	0.14	0.82
4th quarter	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.14	0.79

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TABLE 4 Ratio of stocks to weekly consumption by industry group

Seasonally adjusted

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	12	14	17	14	7	10	8	8	4	8
1969	12	13	21	16	8	11	9	9	4	9
1970	10	16	22	16	9	14	10	6	6	10
1971	23	17	21	15	8	13	9	6	6	9
1972	9	11	18	13	6	11	8	6	5	8
1973	22	11	29	16	8	14	13	8	7	13
1974	17	14	38	22	9	15	12	8	7	12
1975	21	17	41	26	8	15	12	6	8	12
1972 1st quarter	12	15	18	16	7	13	9	7	7	9
2nd quarter	10	12	18	14	6	12	8	6	6	8
3rd quarter	9	12	17	13	6	12	7	5	6	8
4th quarter	9	11	18	13	6	11	8	6	5	8
1973 1st quarter	11	14	24	15	7	12	9	6	5	9
2nd quarter	11	14	23	14	7	12	9	7	6	10
3rd quarter	12	11	26	15	8	12	10	7	6	10
4th quarter	22	11	29	16	8	14	13	8	7	13
1974 1st quarter	20	12	36	19	10	15	13	8	8	13
2nd quarter	17	14	37	24	9	16	11	8	8	14
3rd quarter	18	13	38	22	10	15	12	8	7	13
4th quarter	17	12	34	22	10	15	12	9	7	14
1975 1st quarter	21	14	35	25	11	17	15	11	9	15
2nd quarter	22	14	48	26	9	16	15	8	7	14
3rd quarter	21	16	42	27	8	16	12	7	8	13
4th quarter	21	17	41	26	8	15	12	6	8	12

See note Table 1 (b).

TABLE 5 Stocks of finished steel held by consumers and stockholders

Seasonally adjusted

million tonnes

	Sheets	Plates	Tinplate	Rods and bars for reinforcement	Other steel products	Total all products
CONSUMERS						
1971	0.42	0.67	0.14	0.14	2.10	3.47
1972	0.42	0.70	0.14	0.15	2.03	3.44
1973	0.60	0.91	0.16	0.22	2.55	4.44
1974	0.61	1.07	0.17	0.23	2.88	4.96
1975	0.41	1.05	0.12	0.23	2.72	4.53
1974 2nd quarter	0.66	1.08	0.17	0.25	2.91	5.07
3rd quarter	0.62	1.07	0.17	0.21	2.93	5.00
4th quarter	0.61	1.07	0.17	0.23	2.88	4.96
1975 1st quarter	0.55	1.09	0.19	0.23	2.89	4.95
2nd quarter	0.49	1.10	0.15	0.25	2.83	4.82
3rd quarter	0.43	1.12	0.14	0.22	2.76	4.67
4th quarter	0.41	1.05	0.12	0.23	2.72	4.53
STOCKHOLDERS						
1971	0.21	0.09	0.02	0.01	0.38	0.71
1972	0.20	0.12	0.02	0.01	0.37	0.72
1973	0.15	0.11	0.02	0.01	0.29	0.58
1974	0.27	0.18	0.01	0.01	0.40	0.87
1975	0.23	0.24	0.01	0	0.44	0.92
1974 2nd quarter	0.25	0.14	0.02	0.01	0.33	0.75
3rd quarter	0.27	0.16	0.01	0.01	0.36	0.81
4th quarter	0.27	0.18	0.01	0.01	0.40	0.87
1975 1st quarter	0.30	0.23	0.01	0	0.47	1.01
2nd quarter	0.27	0.25	0.01	0	0.46	0.99
3rd quarter	0.24	0.24	0.01	0	0.44	0.93
4th quarter	0.23	0.24	0.01	0	0.44	0.92
TOTAL						
1971	0.63	0.76	0.16	0.15	2.48	4.18
1972	0.62	0.82	0.16	0.16	2.40	4.16
1973	0.75	1.02	0.18	0.23	2.84	5.02
1974	0.88	1.25	0.18	0.24	3.28	5.83
1975	0.64	1.29	0.13	0.23	3.16	5.45
1974 2nd quarter	0.91	1.22	0.19	0.26	3.24	5.82
3rd quarter	0.89	1.23	0.18	0.22	3.29	5.81
4th quarter	0.88	1.25	0.18	0.24	3.28	5.83
1975 1st quarter	0.85	1.32	0.20	0.23	3.36	5.96
2nd quarter	0.76	1.35	0.16	0.25	3.29	5.81
3rd quarter	0.67	1.36	0.15	0.22	3.20	5.60
4th quarter	0.64	1.29	0.13	0.22	3.16	5.45

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Index of industrial production for January

The provisional estimate for the total index in January 1976 is 99.7 and that for manufacturing alone is 100.5 (1970 = 100). Although the effect of changing holiday patterns around the end of the year has made interpretation more difficult, latest estimates suggest that the level of industrial output has shown little change in recent months.

It is provisionally estimated that the average levels of both the all-industries' index and that for manufacturing industry in the three months to January 1976 remained unchanged from the averages for August to October. The analysis by broad market sectors shows that, over the same period, the output of the intermediate goods industries increased by about 2 per cent while the output of the consumer goods and investment goods industries fell by about 1½ and 1 per cent respectively.

Many of the series used in compiling the index of production, in particular for manufacturing industry, measure deliveries rather than production. Deliveries and production in a month may differ because of movements in stocks of finished goods and work in progress. The use of such series resulted in the all-industries' index overstating the level of output in the second, third and fourth quarters of 1975 by, respectively, about ½ per cent, about 1 per cent and about ¼ per cent. This suggests that output may have risen between the latest two quarters by over ½ per cent more than the figures in the table indicate.

On a longer-term comparison, the all-industries' index in the latest three months was about 5 per cent below its level in the same period a year ago; the corresponding fall for manufacturing industry was about 6 per cent.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods shown in this article should be regarded as subject to wider margins of error than those for earlier years.

The index numbers for recent periods for all-industries and for total manufacturing have been revised because of the inclusion of later information, especially relating to the food, engineering and construction industries. In addition, improvements have been made to the methodology of measuring activity in the petroleum and natural gas industries. The main effect of all these changes is to lower the level of the all-industries' index by about ½ per cent in the second and third quarters of 1975 and by about 1½ per cent in the fourth quarter.

Index of retail prices for February

The index of retail prices for all items for 17 February 1976 was 149.8 (15 January 1974 = 100). This represents an increase of 1.3 per cent on January 1976 (147.9) and of 22.9 per cent on February 1975 (121.9).

The rise in the index in February was again due mainly to higher prices of potatoes and other fresh vegetables; to increases in the price of beer, eggs and many other articles of food and clothing; and to higher average charges for canteen and restaurant meals. There was a fall in the average price of petrol.

The movements for the main groups of the index are shown in Table 2.

TABLE 1

	All items			All items except seasonal food		
	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 6 months
1975						
September	140.5	+0.9	+26.6	140.9	+0.9	+12.9
October	142.5	+1.4	+25.9	142.8	+1.3	+10.4
November	144.2	+1.2	+25.2	144.5	+1.2	+ 7.2
December	146.0	+1.2	+24.9	146.1	+1.1	+ 6.6
1976						
January	147.9	+1.3	+23.4	147.6	+1.0	+ 6.6
February	149.8	+1.3	+22.9	149.0	+0.9	+6.7

TABLE 2 General index of retail prices

	Indices (15 January 1974 = 100)		Percentage change over the month
	13 Jan. 1976	17 Feb. 1976	
All items	147.9	149.8	+1.3
All items excluding food	147.9	149.1	+0.8
Food	148.3	152.1	+2.6
Seasonal food	158.6	173.5	+9.4
Other food	146.6	148.2	+1.1
Alcoholic drink	149.0	150.9	+1.3
Tobacco	162.6	162.8	+0.1
Housing	134.8	135.8	+0.7
Fuel and light	168.7	169.4	+0.4
Durable household goods	140.8	141.2	+0.3
Clothing and footwear	131.5	134.9	+2.6
Transport and vehicles	157.0	156.9	−0.1
Miscellaneous goods	152.3	154.2	+1.2
Services	154.0	154.9	+0.6
Meals out	146.2	148.3	+1.4

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 19 March 1976.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Seychelles – The Smiling Islands	BR/E 38497/21/3/81	18	16 March	Cinema International Corporation (UK)	James St. Productions Ltd.
The Man Who Fell To Earth	BR/E 38498/21/3/81	139	17 March	Berwick Films Ltd.	Berwick Films Ltd.
Movietone News 2441	BR/E 38349/21/3/81	8	19 March	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Poker In Bed	EC 38500/21/3/81	94	18 March	Border Film Productions (London) Ltd.	Medusa Distribuzione SrL and Dania Film, Rome
The Crimes Of The Black Cat	EC 38501/21/3/81	96	18 March	Border Film Productions (London) Ltd.	Capitolina Produzioni Cinematografiche SrL, Rome
			FOREIGN		
Mahogany	F 38495	109	16 March	Cinema International Corporation (UK)	Jobete Film Corporation, California
The Black Bird	F 38496	98	16 March	Columbia-Warner Distributors Ltd.	Rastar Pictures Inc., California
Peeper	F 38499	87	18 March	Fox-Rank Distributors Ltd.	Twentieth Century-Fox Film Corporation, California

Index of industrial production

Seasonally adjusted — 1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Manufacturing industries												
				Total	Food, drink and tobacco					Engineering and allied industries						
					Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metals goods n.e.s.
Weights	1,000	850	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.4	100.0	100.0	99.6	100.6	99.9	101.7	103.3	102.1	99.2	100.2	100.8	101.7	96.6	99.4	93.6
1972	102.6	102.3	84.0	102.4	105.0	104.2	106.4	102.6	108.1	100.0	95.0	93.0	110.2	91.8	103.7	95.7
1973	110.2	110.7	92.4	110.9	109.4	106.4	114.2	110.0	121.2	107.8	103.4	101.7	125.2	95.1	105.1	103.1
1974	106.1	107.5	79.0	107.8	110.0	104.7	118.8	106.0	127.7	105.6	103.4	104.9	120.3	99.4	98.6	102.6
1975	100.9	102.3	86.0	101.4	107.8	99.4	121.8	92.0	115.6	101.5	102.0	100.8	113.8	103.4	94.7	93.0
1974 1st qtr.	104.3	104.6	53.9	106.6	113.3	108.4	121.6	102.1	126.9	102.7	100.8	100.7	119.1	97.3	92.6	101.3
2nd qtr.	107.6	109.1	85.9	109.3	109.4	105.6	115.6	112.0	128.8	106.3	104.0	106.5	118.4	98.0	100.4	105.9
3rd qtr.	107.9	109.6	86.3	109.6	109.2	104.0	117.8	104.6	131.4	107.9	104.5	106.0	124.6	100.3	102.2	103.7
4th qtr.	104.7	106.6	89.7	105.6	108.1	100.8	120.2	105.5	123.9	105.4	104.3	106.5	118.9	102.0	99.1	99.4
1975 1st qtr.	104.6	106.5	87.3	106.1	109.2	102.3	120.5	94.4	118.7	106.6	105.4	104.8	119.7	103.1	101.2	101.0
2nd qtr.	99.8	101.0	85.1	100.0	106.4	99.2	118.1	92.3	112.0	100.8	104.1	105.9	112.3	103.2	90.6	91.1
3rd qtr.	99.5	100.5	82.9	99.9	109.3	97.9	128.1	92.5	112.8	100.0	100.0	99.1	113.1	102.9	94.4	89.3
4th qtr.	99.8	101.2	88.6	99.8	106.4	97.9	120.4	88.8	118.8	98.4	98.3	93.7	110.1	104.7	92.5	90.5
1975 Jan.	105.5	107.5	85	107.8	112	103	127	101	124	108	105	105	121	104	106	104
Feb.	105.0	106.9	87	106.7	109	102	120	94	119	107	106	105	120	103	101	100
Mar.	103.4	105.0	89	103.7	107	102	115	88	113	105	105	104	118	103	97	99
Apr.	101.1	102.6	88	101.4	106	98	120	92	114	103	105	107	114	103	96	93
May	99.1	100.2	85	99.1	106	100	115	96	111	99	104	106	112	103	85	90
Jun.	99.1	100.2	83	99.4	107	100	119	89	112	100	104	105	111	104	91	90
Jul.	100.1	101.2	82	100.6	109	98	128	88	112	102	101	101	113	103	98	92
Aug.	98.5	99.2	83	98.8	107	97	125	97	108	99	100	99	113	103	92	88
Sept.	100.0	101.1	84	100.3	112	100	132	93	118	99	99	97	113	102	93	88
Oct.	100.2	101.8	88	100.5	106	97	121	94	118	99	99	95	111	106	91	93
Nov.	100.2	101.8	89	100.5	106	97	120	86	117	99	99	94	110	104	95	91
Dec.	98.8	100.1	88	98.5	107	99	120	87	121	97	97	92	109	104	92	88
1976 Jan.	99.7	100.9	87	100.5	103	97	112	91	118	99	98	92	109	105	96	93
% change latest 3 months on previous 3 months	0.0	+0.2	+4.0	0.0	−3.0	−0.1	−6.7	−7.3	+3.5	−0.7	−1.5	−4.7	−2.8	+0.7	+2.1	+1.3
on a year earlier	−4.8	−5.3	−0.4	−5.9	−3.7	−3.6	−4.6	−14.6	−3.3	−7.5	−6.1	−12.9	−8.4	+1.3	−7.2	−9.9

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.3	89.8	95.8	102.3	100.7	103.0	105.4	107.7	106.3	109.8	103.0	97.3	99.7	102.9	103.9
1972	91.4	89.4	97.3	104.6	103.1	104.5	107.8	114.2	113.6	115.3	113.5	102.6	104.2	104.5	111.2
1973	100.0	97.3	108.5	110.1	108.6	101.0	114.6	127.9	126.8	129.5	132.6	112.1	116.5	107.6	118.1
1974	91.7	87.7	104.2	103.0	99.2	94.8	112.2	117.5	109.8	129.4	112.5	108.8	114.3	98.4	118.6
1975	78.6	74.2	92.2	99.2	93.7	92.2	111.6	108.5	100.5	120.9	110.7	96.8	104.0	93.0	119.3
1974 1st qtr.	91.0	86.3	105.4	100.2	98.0	96.7	105.3	118.6	109.3	133.1	117.7	108.8	112.8	102.3	110.0
2nd qtr.	91.5	86.5	107.1	107.5	104.9	100.0	113.8	120.8	114.3	130.8	116.3	112.4	118.5	99.4	117.7
3rd qtr.	95.0	91.7	105.3	105.4	101.2	94.9	115.4	117.5	110.7	128.0	110.9	109.9	117.4	98.4	121.0
4th qtr.	89.4	86.3	99.0	99.1	92.5	87.7	114.2	113.1	104.9	125.8	105.1	104.1	108.5	93.7	125.6
1975 1st qtr.	92.1	89.8	99.4	100.8	94.5	89.3	115.6	113.5	104.7	127.4	113.8	100.2	109.9	94.1	119.6
2nd qtr.	73.9	68.5	90.4	98.8	94.1	91.1	109.7	106.4	99.4	117.2	110.2	95.8	99.5	92.7	119.6
3rd qtr.	71.9	66.3	89.3	99.7	93.5	92.8	113.5	105.4	99.1	115.3	109.6	95.2	101.0	93.9	115.7
4th qtr.	76.5	72.3	89.6	97.4	92.6	95.7	107.5	108.6	98.8	123.8	109.1	96.1	105.6	91.3	122.4
1975 Jan.	92	87	107	101	94	89	119	114	107	125	114	100	114		114
Feb.	96	95	96	101	95	89	115	115	106	130	116	102	112		118
Mar.	89	87	95	100	94	89	113	111	101	127	112	98	104		126
Apr.	80	76	94	97	93	91	106	108	100	120	110	97	97		123
May	71	66	86	100	95	91	111	107	99	121	110	97	99		119
Jun.	70	63	91	100	95	91	113	104	100	111	111	93	102		117
Jul.	73	66	92	101	94	93	115	103	101	106	111	97	100		117
Aug.	74	69	88	100	94	93	113	105	95	120	109	94	94		112
Sept.	69	64	87	99	93	93	113	108	101	120	109	95	109		118
Oct.	80	76	93	99	94	96	109	109	100	123	110	98	102		122
Nov.	80	77	92	98	95	96	105	107	97	123	111	96	110		122
Dec.	69	64	84	95	89	96	109	109	99	125	106	94	105		123
1976 Jan.	78	74	92	103	96	96	118	110	98	129	109	94	111		112
% change latest 3 months on previous 3 months	+2.2	+3.1	−0.2	−0.1	+0.2	+2.3	−1.0	+1.5	−0.4	+3.8	−0.5	−0.8	+7.3		+1.1
on a year earlier	−17.2	−18.6	−10.7	0.0	+2.2	+8.7	−4.3	−4.1	−7.5	+0.5	+0.6	−7.2	0.0		−0.3

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Name

Position

Company

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Post to: The Information Bank, Scottish Council Development & Industry, 1 Castle Street, Edinburgh EH2 3AJ. Telephone: 031-225 7911 Telex: 72349.

Sales by wholesale textile houses in January

Sales by wholesale textile houses in January showed a decrease of 12 per cent on a year earlier, compared with a decrease of 3 per cent in November and a decrease of 4 per cent in December.

The value of stocks at the end of January showed an increase of 4 per cent compared with the same period last year.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1975 1st quarter	143	*7*	219	*16*
2nd quarter	135	*3*	197	*–2*
3rd quarter	146	*–1*	193	*–1*
4th quarter	165	*–5*	224	*13*
1975 January	99	*18*	205	*15*
February	155	*15*	213	*16*
March	176	*–3*	219	*16*
April	149	*7*	195	*8*
May	128	*4*	213	*3*
June	130	*–2*	197	*–2*
July	125	*7*	210	*2*
August	126	*–11*	206	*—*
September	186	*1*	193	*–1*
October	193	*–6*	197	*3*
November	150	*–3*	231	*4*
December	153	*–4*	224	*13*
1976 January	86	*–12*	213	*4*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales	Stocks‡
	Jan. 1976	Jan. 1976
Women's knitted outerwear, blouses and skirts	–22	7
Women's coats, costumes, furs and raincoats	37	30
Women's underwear	–13	–3
Women's hose and children's socks	–14	–15
Women's millinery	1	–2
Haberdashery, ribbons and wool	–9	10
Children's wear	–28	5
Men's and boys' shirts, pyjamas and outfitting	–41	1
Gloves	22	–8
Piece-goods and nets	40	62
Household textiles	3	27
Floor coverings, furniture and hardware	–13	5
Boots and shoes	–3	8
Total†	–12	4

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Nov. 1975
Balance of payments:	
current account (M)	19 Mar. 1976
trends in invisible transactions	17 Oct. 1975
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	5 Mar. 1976
By regions	27 Feb. 1976
Catering trades turnover (M)	19 Mar. 1976
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	2 Jan. 1976
Companies:	
acquisitions and mergers (Q)	27 Feb. 1976
Liquidations *see* Insolvencies	6 Feb. 1976
liquidity (Q)	12 Mar. 1976
new registrations:	
Gt. Britain (M)	19 Mar. 1976
N. Ireland (M)	27 Feb. 1976
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	27 Feb. 1976
Energy trends (M)	5 Mar. 1976
Engineering industries: sales and orders (M)	This week
Film industry	
British Film Fund Agency returns (M)	12 Mar. 1976
cinema admissions and takings (M)	12 Mar. 1976
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	12 Mar. 1976
Footwear industry: production, orders and deliveries (M)	30 Jan. 1976
Foreign exchange: official reserves (M)	13 Feb. 1976
Foreign trade: industrial countries' production and trade (Q)	9 Jan. 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	12 Mar. 1976
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	21 Nov. 1975
Wales	16 Jan. 1976
Insolvencies	6 Feb. 1967
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	9 Jan. 1976
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Man-made fibres:	
deliveries (Q)	13 Feb. 1976
production (M)	13 Feb. 1976
production: quarterly analysis (Q)	13 Feb. 1976
Metal working machine tools: sales and orders (M)	20 Feb. 1976
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	12 Mar. 1976
motor trade turnover (Q)	20 Feb. 1976
Office development permits (Q)	12 Mar. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
analysis of trends (Q)	12 Mar. 1976
ten-year back run (A)	12 Mar. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	22 Aug. 1975
Regional development grants (Q)	12 Mar. 1976
Regional selective assistance (M)	27 Feb. 1976
Retail prices index (M)	This week
Retail trades:	
sales (M)	12 Mar. 1976
provisional figures (M)	19 Mar. 1976
sales, N. Ireland (M)	20 Feb. 1976
stocks (M)	19 Mar. 1976
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	This week
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	5 Mar. 1976
manufacturers' stocks: monthly estimates (M)	5 Mar. 1976
retail (M)	19 Mar. 1976
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	16 Jan. 1976
carpet sales (M)	20 Feb. 1976
cotton industry production (M)	27 Feb. 1976
hosiery production (M)	5 Mar. 1976
made-up clothing: orders and deliveries (M)	12 Mar. 1976
wholesale houses' sales (M)	This week
wool exports (Q)	27 Feb. 1976
wool output (M)	27 Feb. 1976
Tourism:	
foreign visitor arrivals (M)	19 Mar. 1976
overseas travel and tourism (Q)	23 Jan. 1976
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	19 Mar. 1976

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1975
Customs notices of interest to exporters	This week
ECGD local offices	19 Mar. 1976
Guide to Departments	19 Mar. 1976
Official Receivers' offices	19 Mar. 1976
Programme of trade promotions	16 Jan. 1976
Release dates of economic statistics	This week

MISCELLANEOUS ADVERTISEMENTS

Semi-display £2.40 per s.c.c. Run-on linage 60p per line (minimum 4 lines). Box No. 50p.

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Replies to Box Numbers should be addressed to
Box No.—, Trade and Industry, T. G. Scott and Son Ltd.,
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BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo boxes, useful for storage, transport, shelving in quantity only etc. for sale. Details: R. Pordes, 529B, Finchley Road, London, NW3. 01-435 9878/9. (12)

WANTED: All surplus stocks of nuts and bolts, bearings, etc. Building materials, cars, vans and lorries. Also scrap metals purchased. J. and R. Roberts, 01-515-5334. 9 a.m. — 6 p.m. (27)

LETTERS TO THE EDITOR

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Government Sales

Ministry of Defence

7 April 1976 Furniture

Location: Ordnance Support Unit RAOC, Liphook, Hants

Auctioneers: Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292 4211)

A sale of 600 lots of household furniture which will be sold as single items or in small quantities and include dining suites, three piece suites, occasional, dining, card, side, etc., tables. Dining, bedroom, fireside and easy chairs. Writing bureaux, bookcases, dressing tables, chests of drawers, beds, etc.

Catalogues for the above sale which give details of the lots, conditions of sale, viewing times, etc. are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Wembley Auction Sales 1975/76

6 April 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Division Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
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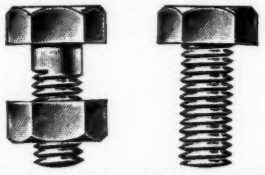

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